

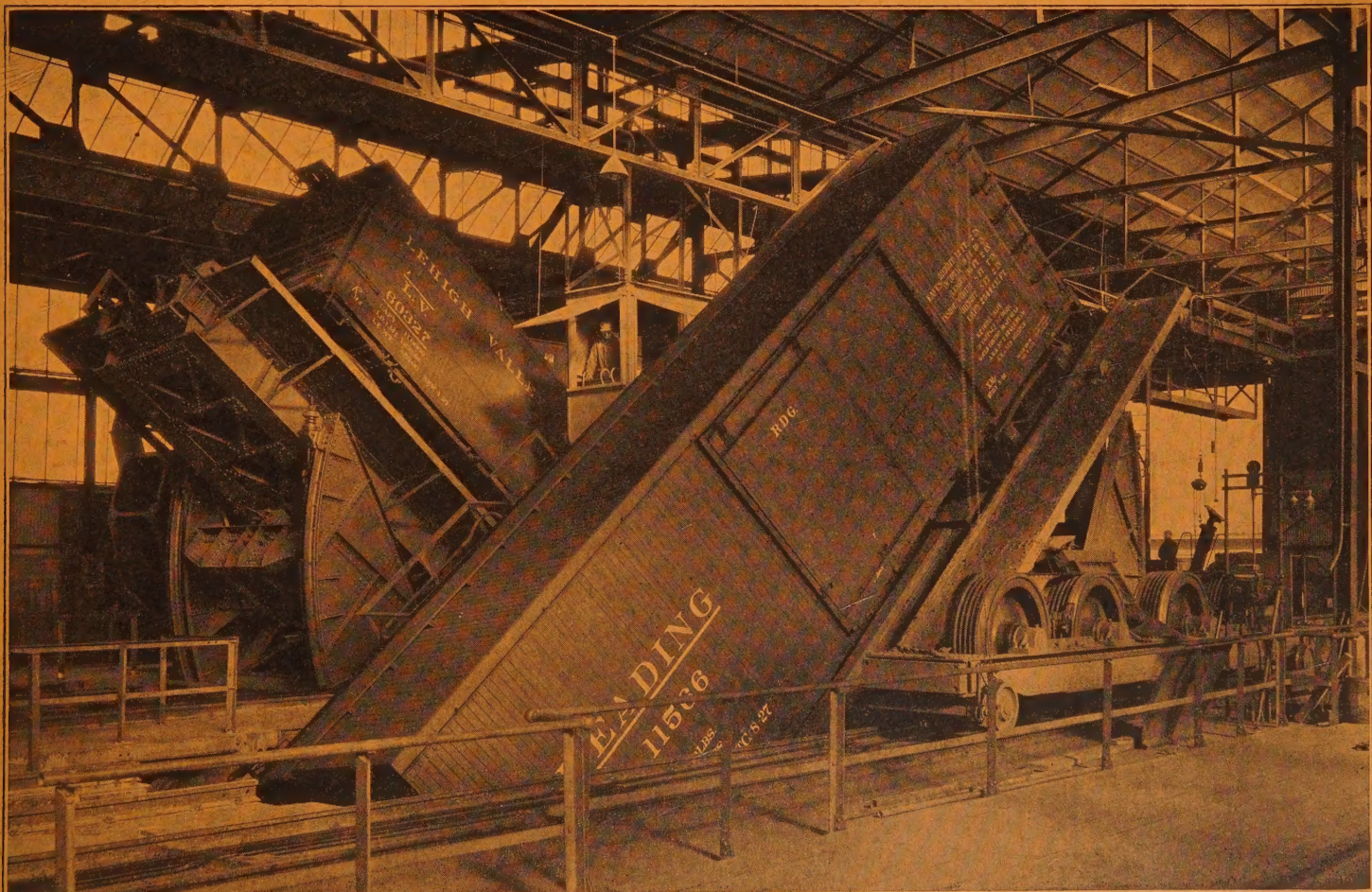
# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

## In This Number:

Oats in Strong Position  
 Making a Profit in Feed Grinding  
 Sidelines and the Grain Dealer  
 Decision Against Commission Firm Financing  
 Country Elevator  
 Lower Prices Forecasted by Kansas Official  
 Hay-Straw Rates, as 7th Class Rates,  
 Suspended

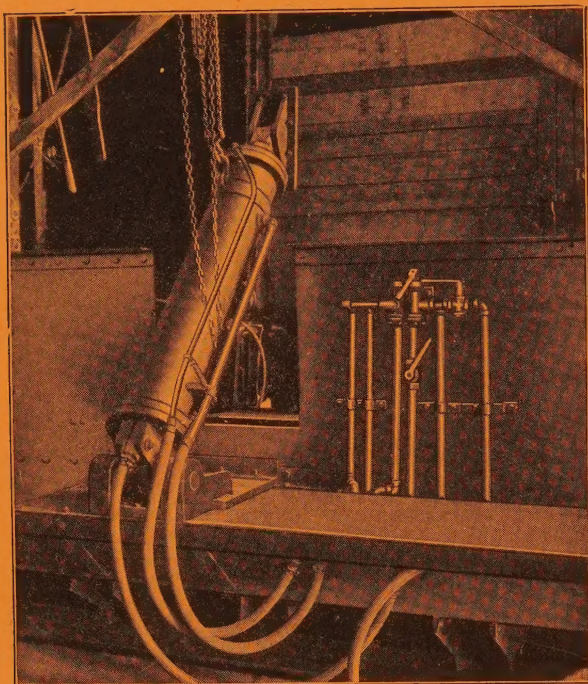
Folly to Grind Feed Below Cost  
 Farm Seed Ass'n Elects Manager  
 Colorado Grain Dealers Meet  
 Minimum Rate on Mixed Carloads  
 Government's Alleged War Debt to Farmers'  
 Elevators  
 Bank Held Liable for Negotiating Fraudulent  
 Document



Each of the Link Belt Car Dumpers in the Port Richmond Elevator at Philadelphia Will Unload 30 Cars in 10 Hours.  
 [See Pages 105 to 113.]



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WITH a steady push, this powerful tool removes grain doors in two minutes. No chopping, no breakage, no delay. Air does the work when you use the

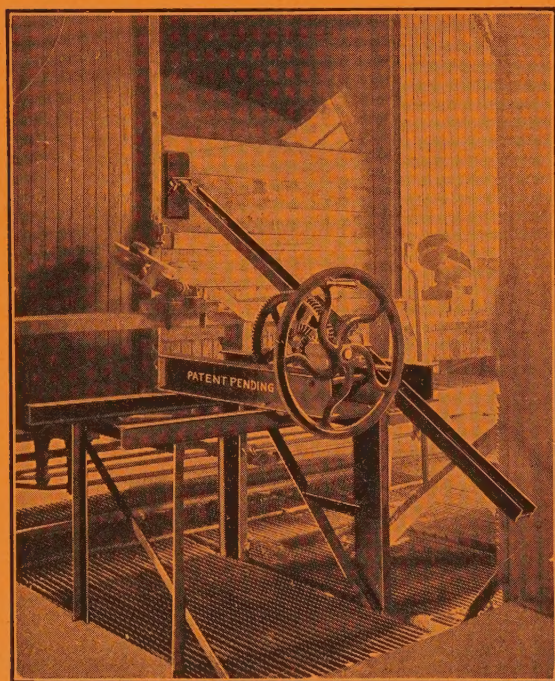
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*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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Finley, W. H., wholesale grain broker.

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### DECATUR, ILL.

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Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.  
Rocky Mountain Grain Co., export and domestic grain.\*

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Callaway, C. B., wholesale grain

### FORT DODGE, IOWA

Mulholland Grain Co., grain merchandisers.

### FORT MORGAN, COLO.

Lieber Grain Co., export & mlg. wheat, coarse grain.\*

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Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

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Bennett & Co., Jas. E., grain, stocks, provisions.\*  
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Dorsey Grain Co., strictly brokers, consignments.  
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Federal Commission Co., brokers, consignments.\*  
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Isbell Grain Co., grain merchants.  
Kimbell Milling Co., grain merchants, pub. storage.  
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West Grain Co., consignments, merchants, brokers.

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Shaw, Thomas F., export grain.\*

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Hoagland, R. B., wholesale grain.

### GREEN BAY, WIS.

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### GREENVILLE, O.

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Howard, W. A., grain broker.

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Montgomery Grain Co., E. M., receivers and shippers.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

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Board of Trade Members.

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Christopher & Co., B. C., kafir, feterita, mlo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Hunt Grain Co., consignments, futures.  
Davis-Noland-Merrill Grain Co., grain merchants.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.\*  
Lichtig & Co., H., kafir, mlo, screenings.  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
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Shannon Grain Co., consignments.  
Uhlmann Grain Co., grain merchants.\*  
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Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
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Zorn & Co., S., receivers and shippers.\*

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Hiawatha Grain Co., screenings.\*  
Scroggins Grain Co., grain merchants.\*  
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Stuhr-Seidl, shippers grain and feed.\*  
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McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Jones & Co., M. B., buyers—quote us.\*  
Therrien, A. F., broker.

## NORTH PLATTE, NEBR.

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Hardeman-King Co., millers, grain dealers.\*  
Jackson Grain Co., grain merchants.  
Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.  
Mid-State Grain Co., The, grain & feed mchts.  
Polson Grain Co., mill wheat specialists.  
Scannel Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.  
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White-Richert Grain Co., coarse grain, field seeds.  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

### Grain Exchange Members.

Frowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., consignments.\*  
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Updike Grain Co., milling wheat.\*

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Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*

## PEORIA (Continued)

Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

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### Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

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McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

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Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

### Grain Exchange Members.

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Branson Co., Ted, corn, oats, kafir, hay.

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

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Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
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Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*

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Wells Co., The J. E., wholesale grain.\*

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King & Co., C. A., grain, seeds, futures.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*  
Zahn & Co., J. F., grain and seeds.\*

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Baker Grain Co., The A. F., wheat, corn, oats, kafir.  
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Brady Grain Co., consignments.  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
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to people who want to  
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**Grain Dealers Journal  
Want Ad.**
**PICKER & BEARDSLEY COMMISSION CO.**

"THE CONSIGNMENT HOUSE OF ST. LOUIS"  
GRAIN, HAY, GRASS SEEDS, KAFIR, MILO

125 MERCHANTS EXCHANGE BLDG.

**ST. LOUIS, MO.**
**Nanson Commission Co.** GRAIN, HAY and SEEDS

202 Merchants Exchange Bldg., ST. LOUIS, MO.

**LANGENBERG BROS. GRAIN CO.** St. Louis  
New Orleans

Established 1877

Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

**HALLET & CAREY CO.**
**Grain Merchants**

Minneapolis Duluth Winnipeg

**CEREAL GRADING COMPANY**  
CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.

**GRAIN**

We Buy, Sell, Store and Ship all Kinds of Grain, Choice  
Milling Wheat and Rye Selected by Expert Buyers.  
Own and Operate Elevator "L"

**Fraser-Smith Co.**
**GRAIN**

Minneapolis - Milwaukee Cedar Rapids

**CORN - OATS - BARLEY - RYE**

For Prompt Shipment in any Quantity

**The VAN DUSEN-  
HARRINGTON CO.**

MINNEAPOLIS

DULUTH

**McCABE BROS. CO.**
**GRAIN COMMISSION**

Minneapolis - Duluth - Winnipeg

**Your Message**

Let the Grain Dealers Journal your message bear  
To progressive grain dealers everywhere.



Grain Exchange  
Members**OMAHA**Grain Exchange  
Members

Corn—Wheat—Natural and Sulphured Oats and Barley  
RECEIVERS and SHIPPERS  
**UPDIKE GRAIN CORPORATION**  
Elevator Capacity 4,600,000 Bushels  
CHICAGO—KANSAS CITY OMAHA DES MOINES—SIOUX FALLS—LINCOLN

**CROWELL ELEVATOR COMPANY**  
OMAHA  
Receivers and Shippers  
**GRAIN**  
Consignments Solicited

Board of Trade  
Members**PEORIA**Board of Trade  
Members

**P. B. and C. C. Miles**  
Established - 1875  
Incorporated - 1910

Peoria, Illinois  
Handling Grain on Commis-  
sion Our Specialty

**Turner-Hudnut Company**  
Receivers **GRAIN** Shippers  
42-47 Board of Trade

**Rumsey, Moore & Co.**  
Solicits Your Consignments  
Board of Trade Peoria, Ill.

**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
33-35 Board of Trade PEORIA, ILL.

There is no better time to adver-  
tise than the present. Better  
start before your competitor  
Writes the JOURNAL today.

Board of Trade  
Members**KANSAS CITY**Board of Trade  
Members

Handling  
Consignments  
and Futures  
49 Years

**B. C. Christopher & Co.**  
KANSAS CITY MO.

Buyers and  
Shippers Kaffir,  
Feterita, Milo  
Maize, Mill Feed

**DAVIS-NOLAND-MERRILL GRAIN CO.**

Board of Trade  
Kansas City, Mo.

Operating  
**SANTA FE ELEVATOR "A"**  
6 000,000 Bushels  
Modern Fireproof Storage

Ask for our bids on Wheat, Corn, Oats, Rye and Barley for ship-  
ment to Kansas City and the Gulf—Special Bin Storage Fur-  
nished at Regular Storage Rates.



Buyers—Sellers  
**WHEAT . CORN**  
**OATS . BARLEY**  
CONSIGNMENTS  
MILL ORDERS

**UHLMANN GRAIN CO.**

Board of Trade - Kansas City  
87 Board of Trade - Chicago  
N. P. Anderson Bldg. - Fort Worth, Tex.  
Produce Exchange - New York City  
Operators of Katy Elevator, 2,300,000  
bushels capacity, at Kansas City

WHEAT  
and  
OATS**NORRIS GRAIN CO.**

Norris Elevator—Murray Elevator

CORN  
and  
BARLEY**SHANNON GRAIN COMPANY**  
**CONSIGNMENTS**

1124 Board of Trade KANSAS CITY, MO.

**CONSIGN**ERNST-DAVIS COM. CO.  
Kansas City

**A. C. DAVIS GRAIN CO.**  
Grain Commission  
Mill Orders a Specialty  
Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A

**WOLCOTT & LINCOLN**

Incorporated  
Operating Alton Elevator  
**CONSIGNMENTS**

Future orders executed in all markets  
1407-10 Board of Trade, Kansas City  
Hutchinson, Kans. Salina, Kans.  
Wichita, Kans. Pratt, Kans.

Figure the amount of advertising  
carried—Can you doubt our ability to **Produce Results**



# DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

**Houlton Grain Co.**

*Wholesale Grain.  
Get in touch with us.*

**O. M. Kellogg Grain Co.**

*Receivers shippers of all kinds of grain.*

**The Conley-Ross Grain Co.**

*Wholesale Grain.*

**Farmers Union Mlg. & Elev. Co.**

*Wholesale Grain and Feed.  
38th and Wynkoop Sts.*

**The Ady & Crowe Mercantile Co.**

*Grain, Hay, Beans.*

**Rocky Mountain Grain Co.**

*Grain Merchants—Export and Domestic.*

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Grain and Hay  
Exchange Members.

## PITTSBURGH

Grain and Hay  
Exchange Members

**HARPER GRAIN CO.**

*Wabash Building  
Modern elevator facilities  
at your command.*

**JESSE C. STEWART CO.**

*GRAIN and FEED  
Own and Operate the  
IRON CITY GRAIN ELEVATOR  
PITTSBURGH, PA.  
Branch Office at Clarksburg, W. Va.*

ESTABLISHED 1872

**R. S. McCAGUE, Ltd.**

*Receivers and Shippers  
Corn, Oats, Hay and Mill Feed  
PITTSBURGH, PA.*

## RECEIVERS, SHIPPERS AND BROKERS

**Barnes-Ames Co.**

**GRAIN MERCHANTS**  
Duluth New York

**E. H. BEER & CO., INC.**

*Successors to  
Chas. England & Co., Inc.  
GRAIN—HAY—SEEDS  
Commission Merchants  
308-310 Chamber of Commerce, Baltimore*

**STANDARD COMMISSION CO.**

**BROKERS**  
Grain, Mill Feed, Mixed Feed Ingredients  
EXCHANGE BUILDING MEMPHIS

WE BUY

**SALVAGE GRAIN**

*and are in position to use any grade including the extreme wet, sour salvage*

**E. O. WHITE - Dana, Ind.**

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS  
ST. JOSEPH, MO.

**Universal Grain Code**

*Compiled especially for use by the Grain and Milling Trades.*

*Reduce your telegraph tolls. Keep your business to yourself. Prevent expensive errors.*

*Its 146 pages contain 13,745 code words for expressions used in the grain trade, printed on bond paper and bound in black flexible leather. Size 7x4 1/4 inches. Price \$3.00.*

**Grain Dealers Journal**

309 S. LaSalle St.

Chicago, Ill.

**E. A. Grubbs Grain Co.**

**Milling Wheat Corn Oats**

*Wire for Prices*

Greenville - Ohio

Read the Advertising pages.

They contain many stories of interest.

The *Grain Dealers Journal* presents only reputable concerns.

**L. W. FORBELL & CO.**

*Strictly Commission Merchants  
Specialists in WHEAT, CORN, OATS  
Consignments Solicited  
340-342 Produce Exchange, NEW YORK, N.Y.*

Send Your Offerings to

**The Abel-Whitman Co., Inc.**

**Grain — Feed — Brokerage**

511 Produce Exchange, New York, N.Y.

**If What You Want you see advertised, tell the advertiser.**

**If Not--Tell the Journal**



# Philadelphia Grain Elevator Co.

## PORT RICHMOND, PA.

The M. A. Long Co., Constructors  
Fegles Construction Co., Designers

This splendid new terminal elevator—capacity 2,500,000 bushels—is completely equipped with

# SUPERIOR Elevator Cups

A trial installation will convince you of their merit.

Manufactured by  
**K.I. WILLIS CORPORATION**  
MOLINE, ILLINOIS

#### DISTRIBUTORS

Strong-Scott Mfg. Co.	Minneapolis
Mideke Supply Co.	Oklahoma City, Okla.
Hollis & Co.	Little Rock, Ark.
John R. Gray, Inc.	San Francisco
Essmuller Mill Furnishing Co.,	St. Louis and Kansas City, Mo.
Canadian Licensees	
Geo. W. Reed & Co., Ltd.	Montreal, P. Q.



#### OTHER RECENT INSTALLATIONS

C. M. & St. P. Ry.—Elevator  
"E."  
Milwaukee, Wis.  
Fort Worth Elevators Co.,  
Fort Worth, Texas.  
Knaur Grain Co.,  
Denison, Texas.  
Morrow-Kidder Milling Co.,  
Carthage, Mo.  
Port of New Orleans,  
New Orleans, La.  
Port of Seattle,  
Seattle, Washington.  
Islais Creek Grain Terminal  
Corp.  
San Francisco, Cal.

# MOHAWK



## RUBBER BELTING

For many years the Standard Belting for elevators. Specify this belting when contracting to build or remodel. Demand it when ordering direct.

**Hewitt-Gutta Percha Rubber Corporation**

A Consolidation of the

Hewitt Rubber Company

and

The Gutta Percha & Rubber Mfg. Co.

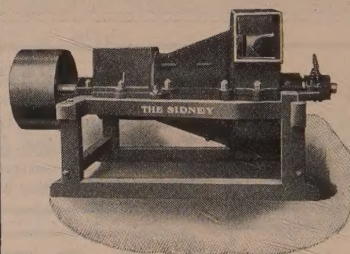
Executive Offices and Factory at Buffalo, N. Y.

#### BRANCHES

Chicago  
Pittsburgh  
Denver

New York  
Boston  
Philadelphia

Salt Lake City  
El Paso  
Los Angeles



# SIDNEY

## ROLLER-BEARING CORN SHELLERS

SAFER TO OPERATE  
INCREASED DURABILITY  
DEMAND LESS ATTENTION  
NEVER-ENDING LIFE  
EVERY BEARING SELF-ALIGNING  
YOUR POWER BILL REDUCED

**DON'T WAIT—WRITE TODAY**

Let our representative show you

**The Sidney Grain Machinery Co.**

Manufacturers and Jobbers of

COMPLETE MILL and ELEVATOR EQUIPMENT

SIDNEY, OHIO

Successors to THE PHILLIP SMITH MFG. CO.



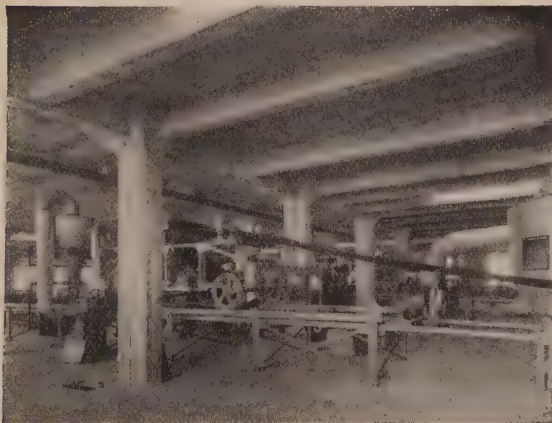
# 75 Car Loads of **WELLER** GRAIN HANDLING EQUIPMENT

Installed in  
READING RAILWAY CO.'S ELEVATOR AT PHILADELPHIA, PENN.

Fegeles Construction Co., Ltd., Designers. The M. A. Long Co., Constructors.



Weller machinery, sheet metal work and spouting are installed in the Port Richmond Elevator of the Reading Railway Co. It is built to handle vast quantities of grain at the highest speed. Weller Equipment is made to give the maximum of service at the lowest possible cost for upkeep. It is made by men who know its application and the duties it is to perform—Quality is built into it.

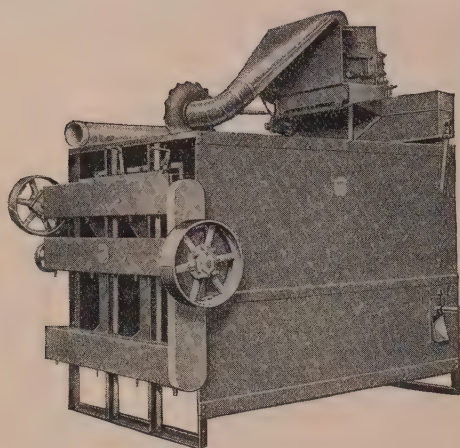


## WELLER MFG. CO.

1820-1856 N. Kostner Ave.

CHICAGO





## INTENSIFY and SIMPLIFY

### Your Grain Cleaning Operations

NO further need for you to "putter along" with inferior machinery when it comes to cleaning your grain for market, milling or seed.

## THE TWIN CITY EMERSON

### Cylinder Grain Cleaner

will do better alone than any combination of other grain cleaning systems can possibly accomplish.

Since the very heart of your plant is your cleaning system, you cannot afford to depend upon any other than the new advanced EMERSON. The real proof of superiority rests in over 700 EMERSON installations in three years. Terminal and country elevators, mills, malting and cereal operators over the Continent will testify.

We will install an EMERSON in your plant and thoroughly prove its worth without obligation to you.

**Twin City Separator Company**  
1712 Madison St., N. E. Minneapolis, Minn.



## The Super-Standard Writing Machine

THE New Model 6 Remington-Noiseless, with four-row standard keyboard, is justly called "*The Super-Standard Writing Machine*," because it renders a kind and character of service entirely beyond the range of any typewriter of standard construction.

This latest Remington-Noiseless machine performs with the very highest efficiency every productive service required of a typewriter. It has every standard operating feature. It is notable for its light touch, swift and easy action, the uniform excellence of its product, and its capacity for manifold work. And in addition to all of these advantages it confers on every user the priceless boon of quiet.

Business efficiency and human nerves unite in their present-day demand for noiseless typewriting and the New Model 6 Remington-Noiseless is the one and only writing machine which supplies this need.

We will gladly place one of these machines in your office, for examination, without any obligation to yourself.

**Remington Typewriter Company**  
DIVISION OF REMINGTON RAND  
Chicago Bldg., State and Madison Sts.  
Chicago, Illinois

**NEW REMINGTON-NOISELESS**  
With Four-Row Standard Keyboard





THE  
READING COMPANY'S NEW EXPORT ELEVATOR  
Port Richmond, Philadelphia

EQUIPPED WITH

**HESS GRAIN DRIERS**

Total Daily Capacity, 140,000 Bushels

*The World's Largest and Finest  
Elevators Use the Hess Drier*

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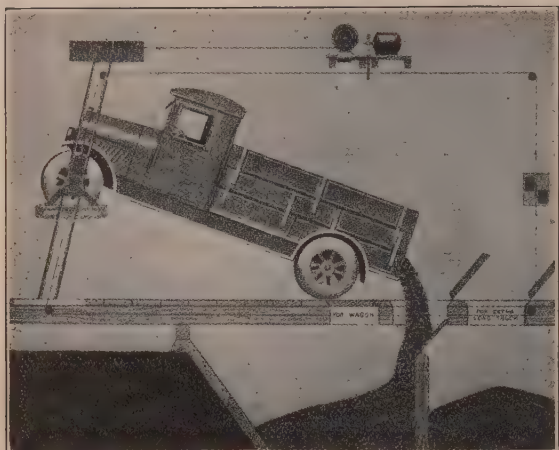
**HESS WARMING AND VENTILATING CO.**

1207 South Western Avenue, Chicago, Ill.

**HESS DRIER CO. OF CANADA, LTD.**

68 Higgins Ave., Winnipeg, Man.





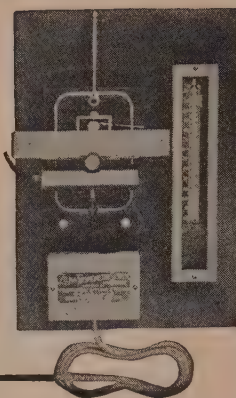
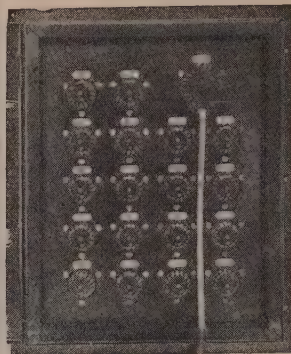
## Van Ness Electric Truck and Wagon Lift

The Dump that is Automatically controlled and can be installed at an extremely low cost.

Is built of high grade material and solid construction and guaranteed to take care of any size wagon or truck. Write us for prices.

Manufactured and sold by the

**VAN NESS CONSTRUCTION CO.**  
Omaha, Nebraska



## The "ZELENY" Protects Your Grain

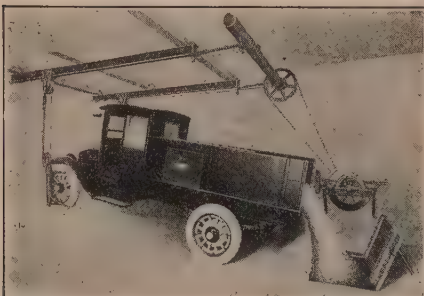
It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request

**Zeleny Thermometer Co.**  
542 S. Dearborn St. CHICAGO

### A Few Zeleny Installations

Cargill Grain Co  
Pillsbury Flour  
Mills  
Bartlett Frasier  
Co  
Uddike Grain  
Co.  
Armour Grain  
Co.  
Larabee Flour  
Mills  
New Orleans  
Public  
Elevator  
Manly Milling  
Co  
Buckeye Cotton  
Oil Co.  
Red Star Milling  
Co.



## McMillin Wagon & Truck Dump

Is a dump that fills all requirements in a very Satisfactory way. That is what the user says.

It will dump all length vehicles in a small sink, having but one dump door, and since no part of it is under driveway floor or is even connected to driveway floor in any way it does not interfere with other sinks.

By extending the track the one device will dump into any number of dump doors regardless of their distance apart, just as satisfactory as in one dump door.

Independent doors to each sink avoids the danger of mixing grain, and the door can be placed where it will fill the sink to its full capacity.

This dump is Substantial, Speedy and Safe.

This dump is Simple and Durable, and easy to operate.

Write for particulars today.

**L. J. McMILLIN**  
525 Board of Trade Bldg.,  
Indianapolis, Ind.

## Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.  
**H. S. COVER**  
Box 404 South Bend, Ind.





### CONE-SHAPE GRINDERS

**It PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *R. W. Watt, Jacobsburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue. GI  
**N. P. BOWSHER CO., SOUTH BEND, IND.**



## 10,000 SHIPPERS Are now using

### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
**CLAIM LOSSES**  
Write for samples and prices

**INTERNATIONAL SEAL & LOCK CO.**

617 Railway Exchange Bldg., Chicago, Ill.



## When In Minneapolis Stay At The NEW NICOLLET HOTEL

Opposite Tourist Bureau on Washington Avenue  
The Northwest's Finest Hotel.  
600 rooms with bath or connecting.  
Every room an outside room.  
Largest and Finest Ballroom in Northwest.

### Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00.	

### MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Retail Center and Wholesale Center.

Under Management  
**W. B. Clark**

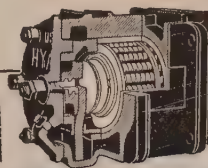
- First in Enterprise!
- First in Advertising!
- First in Circulation!
- First in News!

The Grain Dealers Journal



325,000 miles  
of the *smoothest* railroad  
travel ever known

*on Hyatt Quiet Roller Bearings*



Pictured above is the first coach on a through limited train equipped with Hyatt Roller Bearing journal boxes.

A recent shop inspection showed the bearings to be in as good condition as the day in 1923 when they entered service.

325,000 miles of the smoothest railroad travel ever known!

Here was the first actual demonstration of a sensationally new degree of comfort in railroad travel on bearings that have played so important a part in the development of the automobile, and in the improvement of industrial and agricultural equipment generally.

On over fifty roads a large num-

ber of cars with Hyatt Roller Bearings, are now contributing the same degree of passenger comfort.

Hyatt is proud of its contribution in bringing about this greater comfort to train passengers. It is but a repetition of the many advantages Hyatts assure wherever they are applied.

HYATT ROLLER BEARING COMPANY    Newark    Detroit    Chicago    Pittsburgh    Oakland

**HYATT**  
**ROLLER BEARINGS**

PRODUCT OF GENERAL MOTORS



## When You Ship Grain, Do YOU Bear the Losses for Leakage, Theft or Errors at Destination?

Many, many times a shipment is reported short for one of the above reasons, and the shipper must stand the loss.

But, with a Richardson Automatic Grain Shipping Scale you are protected against such losses, *because you then know YOUR weights are accurate and right!*

Install a Richardson now and enjoy the protection against shortages.

## RICHARDSON SCALE COMPANY

CLIFTON, NEW JERSEY

Wichita

Boston

Minneapolis

Pittsburgh

New York

Los Angeles

Omaha

Gulfport

Chicago

## "Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment

### S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO.  
SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE"

GRAIN

CLEANING

MACHINERY

### Leaky Cars

You Know What They Cost

### Kennedy Car Liners

**SOLVE THIS PROBLEM**

Prevent Leakage of Grain In Transit

**NO WASTE - EFFECTIVE  
INEXPENSIVE - EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars

Inquiries for Details Invited.

**The Kennedy Car Liner & Bag Co.**

Shelbyville—Indiana

Canadian Plant At Woodstock, Ont.



### The Atlas Car Mover

*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

**Compound Action**

**Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin

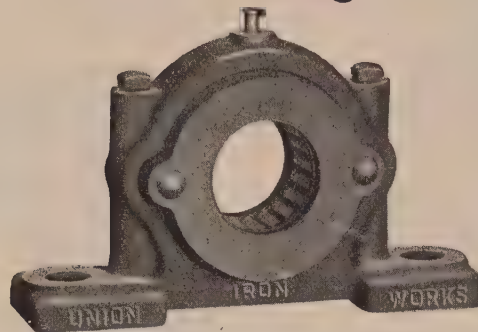


IMPORTANT

ANNOUNCING

IMPORTANT

# HYATT ROLLER BEARING WESTERN SHELLERS AND CLEANERS AND LINE SHAFT EQUIPMENT



HYATT ROLLER BEARING  
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

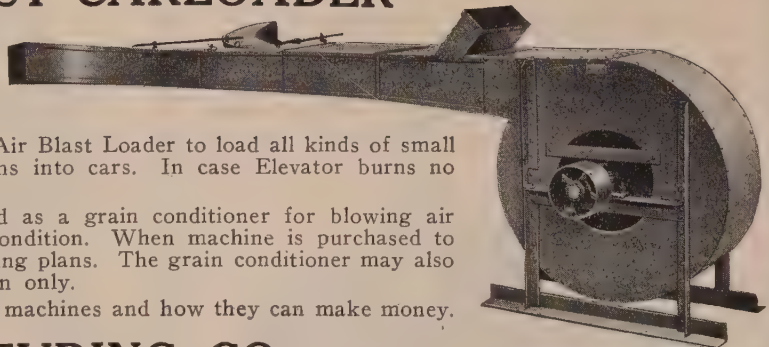
**UNION IRON WORKS, DECATUR, ILL.**

## THE BOSS AIR BLAST CARLOADER

Will load grain cars from your Elevator without scooping in the car, both ends of the car being loaded at the same time. The machine will not injure the grain because it does not pass through the fan. It will clean and raise the grade. We also build Portable Air Blast Loader to load all kinds of small grain, ear corn, cobs, etc., direct from wagons into cars. In case Elevator burns no time is lost.

The Boss Air Blast Loader can also be used as a grain conditioner for blowing air through bins to cool and keep the grain in condition. When machine is purchased to serve this dual purpose we will furnish installing plans. The grain conditioner may also be installed for cooling and conditioning grain only.

Write for illustrated Catalog E, showing these machines and how they can make money.



**MAROA MANUFACTURING CO., Dept. G, Maroa, Illinois**

## THE VALUE

### OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.



## DAY Dust Collectors

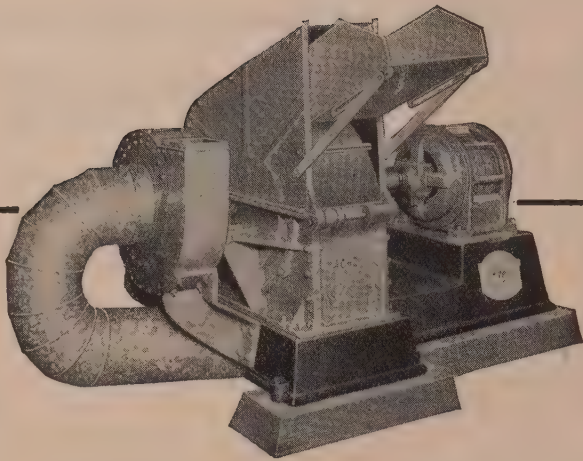
have been standard equipment in better grain elevators for over forty years.

*There's a Reason*

**The Day Company**  
Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.





## GRUENDLER— America's Leading Hammer Mill

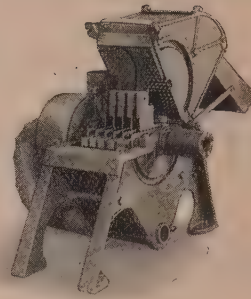
The **GRUENDLER** of today is the greatest **GRUENDLER** ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation. Adjustable for coarse or fine grinding.

All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

*Write for Bulletin on latest **GRUENDLER** Feed Mills*

**Gruendler Patent Crusher & Pulverizer Co.**  
1103 Landreth Building St. Louis, Mo.

H. Louis Silver, 915 E. 54th St., Indianapolis, Ind.,  
District Representative Indiana, Illinois, Michigan.  
Sherman J. Boss, 2215 Quatmann St., Norwood, Ohio  
Port Huron Machinery Co., Des Moines, Iowa



Distributors Wanted

## AJACS Feed Grinders

are unexcelled for grain elevator or feed mill use. Remarkable capacities are being secured by users. Write for full details.

Manufactured by

**A. E. Jacobson Machine Works, Inc.**

1084 Tenth Ave. S. E.

Minneapolis, Minn.



## The Genuine Humphrey Elevator

Write for money-making  
information

**Humphrey Elevator Co.**

900 Division St.

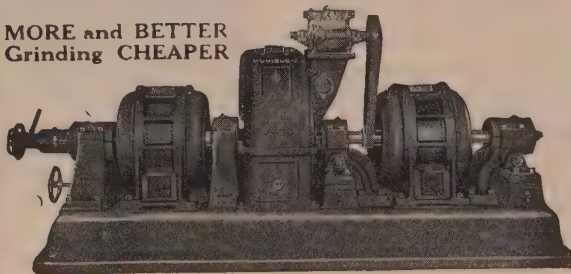
Faribault, Minn.

*Men do more when they  
ride instead of climb*

*For Greatest Profit In  
Feed Grinding, Employ The*

## UNIQUE BALL BEARING ATTRITION MILL

MORE and BETTER  
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

**ROBINSON MFG. CO.**

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—222 W. ADAMS STREET



## Clow-Winter Mfg. Co.

614 Metropolitan Life Bldg.

Minneapolis, Minn.

FARMERS' ELEVATOR COMPANY

Chappell, Nebraska, Aug. 3, 1927.

Clow-Winter Mfg. Co.,  
Minneapolis, Minn.

Gentlemen:

We are happy to say that we installed two Clow-Winter's Head Drives in our Elevator about four months ago, and if we were not able to get another one, would not dispose of them at any price.

During the month of July last year we handled with our old belt drive from July 12th to August 1st 380,000 bushels of grain and our motors were running so hot that we were afraid they would burn up and at a cost for electric power \$140.00.

This season we handled 400,000 bushels over the Clow-Winter's Drives from July 18th to August 1st at a cost \$108.00 for power.

At all times our motors were perfectly cool, and on July 25th we handled 700 loads of wheat over two Winter's Dumps and two Clow-Winter's Head Drives, or a total number of 46,875 bushels and 40 lbs. of wheat.

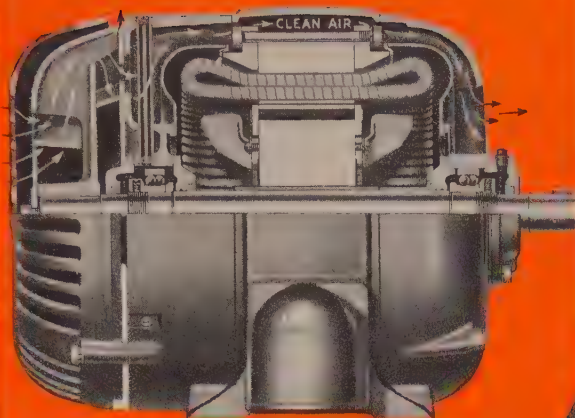
We cannot speak too highly of the head drives and do not hesitate to recommend them to any one as we have given them a try out with choke-up and have abused them in every way possible.

Yours truly,

FARMERS' ELEVATOR CO.,  
By C. L. Bartlett, Mgr.

*Motorize with Winter's Universal Elevator  
Drive*





# Fully enclosed ...perfectly ventilated *but no outside piping required*

**T**HE Fairbanks-Morse Enclosed Ventilated Motor has eliminated the fire hazard for hundreds of flour mills and grain elevators. Despite its higher initial price, and the necessity for running pipes to the outside, it has more than offset this added cost as a result of reduced maintenance and insurance rates.

A still higher development now makes available the advantages of this enclosed ventilated motor in a machine of standard frame diameters and 50 degree rating that requires no outside piping.

This achievement is the result of intensive development which resulted in the unique design illustrated above. Note that stator windings and rotor core are

totally enclosed in spun metal shields. Cooling air is drawn through inlet openings by an ingenious fan which also functions as an air cleaner.

The electrical elements of this motor are the same as those used in the standard F-M induction motor which occupies first place in the favor of so many experienced motor users.

## SPECIAL FEATURES

- 1 The only self-cleaning motor ever built. Metal shields protect all windings; patented fan and air cleaner throws out all foreign particles.
- 2 50 degree continuous rated. Large capacity fan blows air around winding shields and stator core, effectively cooling motor.
- 3 Standard size. Built in same frame diameter as standard open frame motor.
- 4 Designed for operating in dustiest locations without requiring blowing out.
- 5 No air piping of any kind required.
- 6 Minimizes fire hazard.
- 7 Costs much less than the ordinary enclosed type of motor.
- 8 Has all the advantages of both an enclosed motor and a standard motor.

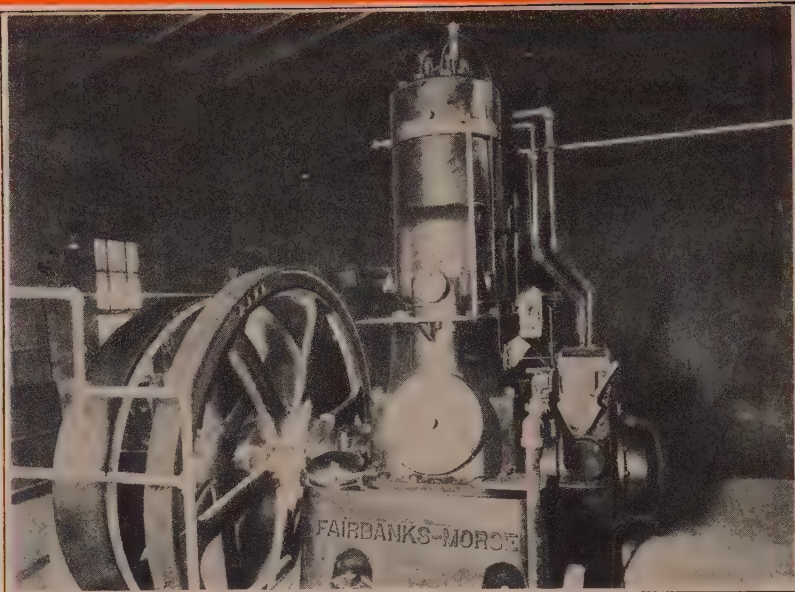
# FAIRBANKS-MORSE

*Pioneer Manufacturers of*

## ball bearing motors







*Fairbanks-Morse 60 hp. Diesel, belt connected to a 50-barrel mill and an 18" feed grinder at plant of Howard Lake Milling Co., Howard Lake, Minn.*

# Write new profits into your 1928 ledger

**R**IGHT now is a good time to consider what the F-M Diesel can do for you during the next year and many years to come.

In many mills like yours it is today producing flour at a fuel and lubricating oil cost of six cents a barrel or even less. At the same time it is cutting labor costs from 25 to 50 per cent. In most cases such savings will pay for the Diesel in a surprisingly short time.

This simple, businesslike, 2-cycle Diesel, with no valves to grind and set, with no high pressure auxiliaries, and with fewer parts, requires

a minimum of operating attention.

Simplicity of design, together with the greatest refinement in manufacturing methods, accounts for the low maintenance expense of the F-M Diesel. A survey of 345 engines, in service from 5 to 10 years, revealed an average maintenance expense for parts and service of less than \$56 per year per engine.

Decide this year to meet the Diesel-equipped mill on equal terms—with your own dependable Fairbanks-Morse Diesel Engine.

Ask for bulletin: "The Economy of Diesel Engine Power."

**FAIRBANKS, MORSE & CO., Chicago**  
*28 branches in principal cities throughout the United States at your service*

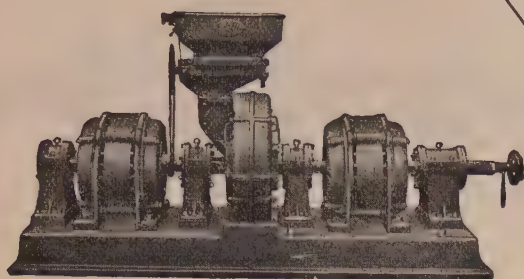
## FAIRBANKS-MORSE

**DIESEL ENGINES PUMPS · MOTORS SCALES**

AEOA22.8







## Ball Bearing Attrition Mills MOTOR OR BELT DRIVEN

So far no grinder has been put on the market which uses so little power for grinding as a good ball bearing attrition mill.

The "Munson" equipped with the celebrated Undercut Rib grinding plate has assisted many millers, to larger profits.

If you are interested in larger profits from your grinding the coupon is for your convenience.

FOR LARGER PROFITS

## Munson Mill Machinery Co., Inc.

Established 1825

Utica, N. Y.

Representatives: Strong-Scott Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland, Mich.; Duplex Mill & Mfg. Co., Springfield, O.

MUNSON MILL MACHINERY CO.,  
210 Seeward Ave., Utica, N. Y.  
Gentlemen:  
Without obligating us, send literature showing how  
Munsons make larger profits.

Name Address

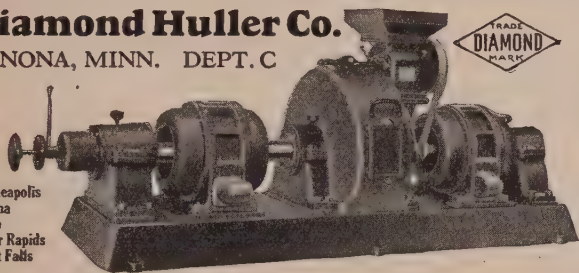
6 D-128

## Diamond Huller Co.

WINONA, MINN. DEPT. C



Minneapolis  
Omaha  
Fargo  
Cedar Rapids  
Great Falls



Ask for our large, illustrated Catalog and complete descriptions of Diamond Mills

## "\$7,000 in Profits

in one year from my DIAMOND MILL", says Mr. J. J. Voght of Mountain Lake, Minn. Five years ago he installed his first Diamond Mill, 16" size. Two years ago it was replaced with a 22" size, and last year he purchased his third Diamond Mill in the 32" size. During the past year his mill has been grinding to capacity for the trade, with a net profit of over \$7000. You too, can have a profitable business. The installation of a **Diamond Ball Bearing Attrition Mill** has been the turning point in hundreds of custom milling plants. Write quick. This is the season for big, custom grinding profits.



MILL OF J. J. VOGHT, MOUNTAIN LAKE, MINN.

ESTABLISHED  
1878

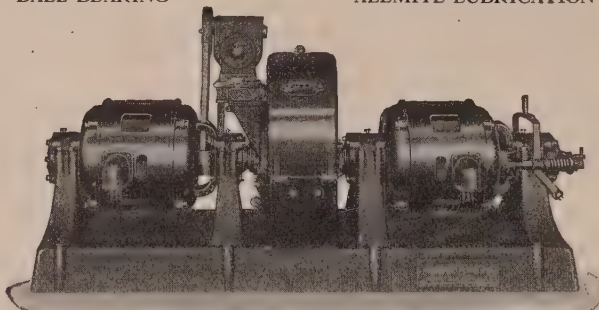
# Bauer

ESTABLISHED  
1878

## ATTRITION MILLS

BALL BEARING

ALEMITE LUBRICATION



BELT AND MOTOR DRIVE

SEVEN SIZES

Interior easily accessible. Automatic quick release, pressure relief springs. Feeder is ball bearing, noiseless, has bronze gear with hardened steel worm. Suspended motor construction. Rotor and stator always centered. Ammeter with all Motor Mills. We also build the "Bauer" Hammer Mill.

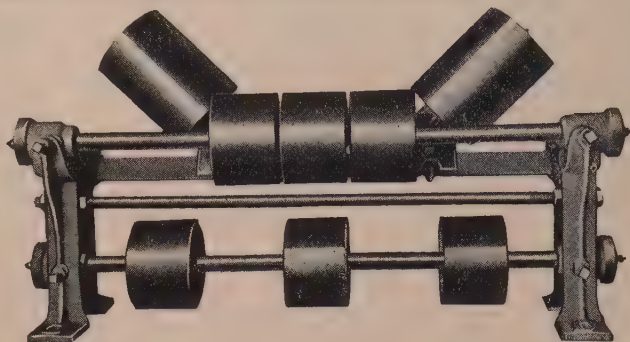
Write for Catalog

## The BAUER BROS. CO.

SPRINGFIELD

OHIO

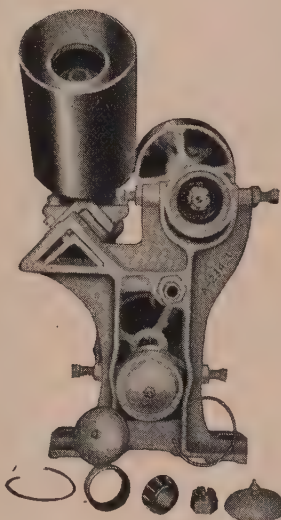




## CONVEYING EQUIPMENT

Equipped with

## TIMKEN ROLLER BEARINGS



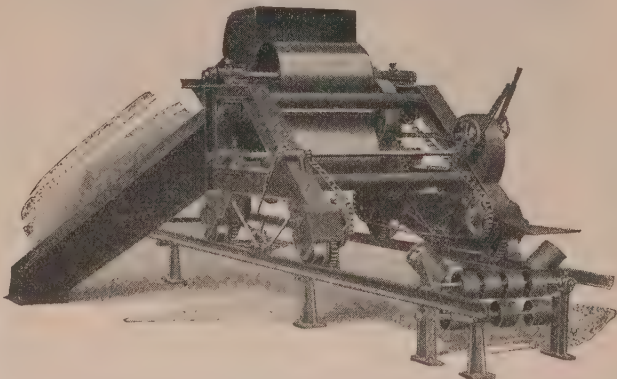
IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

## "EHR SAM" Grain Handling & Milling Equipment

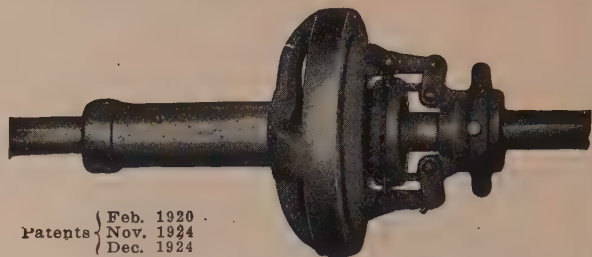
Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

**J. B. Ehrsam & Sons Mfg. Co.**  
ENTERPRISE, KANSAS

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.



Patents { Feb. 1920  
Nov. 1924  
Dec. 1924

## THE BEYL

### Maximum Power—Minimum Cost

The Beyl is the most popular Clutch of today. Why? Because every owner is a Booster. One Beyl Clutch in a new field resells itself many times.

The New Beyl with its Hyatt Industrial Roller Bearing Sleeve is described in "Motorize Correctly." Write us for your copy. It tells how the Northwest is now eliminating Friction and Fire Hazards. The method is thoroughly endorsed by every Insurance Company interested in an elevator.

**Link Belt Supply Co.**

Minneapolis - Minnesota

Manufacturers of Hyatt Equipped  
Grain Elevator Transmission

## Receiving and Shipping Set of Grain Books

**Grain Scale Book** Size of page,  $10\frac{1}{2} \times 15\frac{3}{4}$  inches. This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L.F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. Order Form 23. Price, \$4.75. Weight, 6 lbs.

**Grain Shipping Ledger.** Size of page,  $10\frac{1}{2} \times 15\frac{3}{4}$  inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. Order Form 24. Price \$4.25. Weight, 5 lbs.

## Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa.

Box 1172  
Fargo, N. Dak.

### A. F. ROBERTS

**ERECTS  
FURNISHES**

Elevators  
Corn Mills  
Warehouses  
Plans  
Estimates  
Machinery

SABETHA,

KANSAS

### WHITE ★ STAR ★ CO. WICHITA, KANSAS

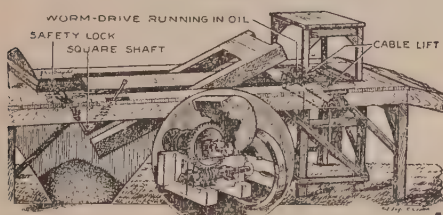
For elevator and mill supplies we  
issue a net price catalog. If in the  
market write us for one.

### CRAMER BUILT

elevators have won the con-  
fidence of discriminating grain  
dealers for long and economical  
service.

**W. H. CRAMER  
CONSTRUCTION CO.**  
North Platte, Nebr.

*Plans and Specifications Furnished*



**NEWELL CONSTR. & MACHINERY CO.**  
Cedar Rapids, Iowa  
*Originators of the Electric Truck Dump*

New Riegel, O.—The Grain Dealers  
Journal certainly is good reading and I  
could not tell you how to improve it.—  
Chas. M. Wagner.

## Want an Elevator?

Then consult the "Elevators  
for Sale" columns in this issue  
of the Grain Dealers Journal.

### GRAIN and COAL ELEVATORS **T. E. IBBERSON CO.** CONTRACTING ENGINEERS MINNEAPOLIS, MINN.

C. T. Stevens

C. E. Roop

C. B. Barutir

Stevens Engineering @ Construction Co., Incorporated  
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS  
1207-8-9 LANDRETH BUILDING ST. LOUIS MISSOURI

**Weller Metal Pdts. Co.**  
Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
**SHEET METAL WORK**  
*Grain Elevators a Specialty*

**E. H. CRAMER**  
Hampton, Nebraska  
Designer and Builder of  
Grain Elevators

### **HICKOK** Construction Co. MINNEAPOLIS **ELEVATORS**

**BIRCHARD**  
Construction Co.  
Architects and Contractors  
Grain Elevators—Mills  
B. SAMPSON Lincoln, Nebr.

**L. J. McMILLIN**  
Engineer and Contractor of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

### The Star Engineering Company

Specialists In

Grain Elevator Construction

Our elevators stand every test  
Appearance, Strength, Durabil-  
ity and Economy of Operation

*Estimates and information promptly furnished*

**Wichita, Kansas**

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

### Southwestern Engineering Company

*Designers and Builders*

Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

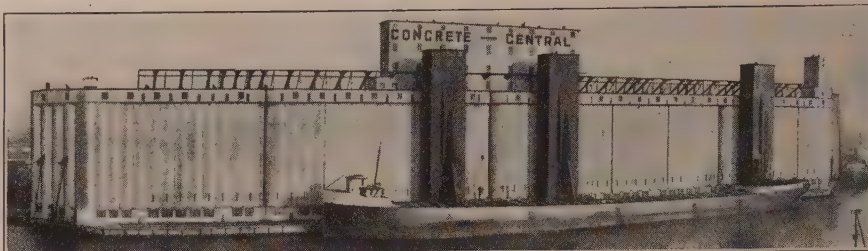
### **DESIGNERS**

of Grain Elevators, Flour Mills  
Feed Mills, Warehouses  
and Industrial Buildings

**HORNER and WYATT**  
Board of Trade Bldg. Kansas City, Mo.  
*It Pays to Plan Before You Build*



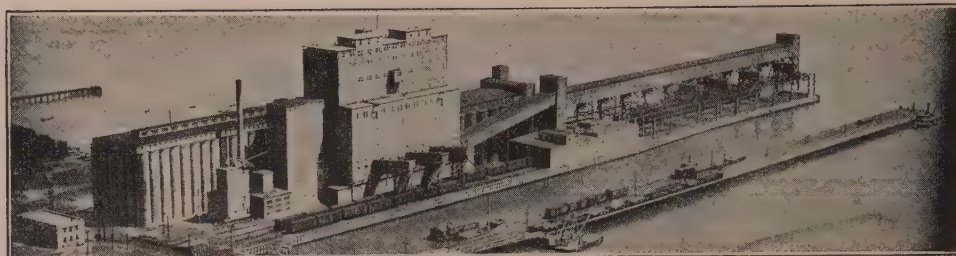
Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo,  
N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
Buffalo, N. Y.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION**  
ENGINEERS AND CONTRACTORS

W. R. SINKS,  
PRESIDENT

FISHER BUILDING—343 S. DEARBORN ST.  
CHICAGO, ILLINOIS

THOMAS D. BUDD,  
VICE PRESIDENT



One of  
**Several Elevators**  
Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

**THE BARNETT-McQUEEN**  
**CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.

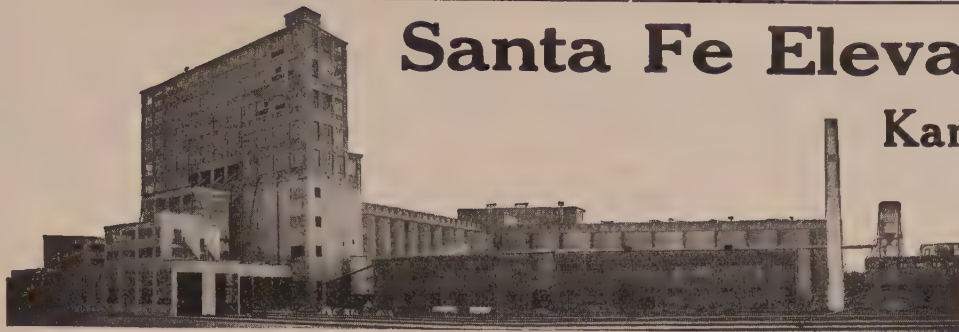


**FOLWELL-AHLSKOG COMPANY**  
Engineers and Constructors

323 North Michigan Avenue  
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator  
Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.





## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

*Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd., Chicago    434 St. Francois Xavier St., Montreal    837 W. Hastings St., Vancouver, B. C.  
33 Henrietta Street, Strand, London, England



## Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was  
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

**Jones-Hettelsater Construction Co.**

*Grain Elevators—Flour and Feed Mills*

708-9 Mutual Building

Kansas City, Mo.



The Baltimore & Ohio R. R. Co.'s  
Baltimore, Md.

## Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling  
Plant in the World*

Constructed by

**THE M. A. LONG CO.**

*Engineers and Constructors*

Grain Elevator Department

The Long Bldg. - Baltimore, Md.  
Postal Tel. Bldg. - Chicago, Ill.

## 2,500,000 Bu. Terminal Grain Elevator

*Designed for*

**The Philadelphia Grain Elevator Company**

Port Richmond

BY

**FEGLES CONSTRUCTION CO., Ltd.**

**ENGINEERS—CONTRACTORS**

Minneapolis, Minn.

Fort William, Ont.





# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**CENTRAL INDIANA**—360,000 bushel capacity concrete elevator with usual appurtenances and shipping facilities. Write U. S. Lesh, Receiver, 710 Continental Bank Bldg., Indianapolis, Ind.

**HOLTON, KANSAS**—15,000 bu. elevator located on U. P. Ry.; motor power, roller grinder; in good condition. 1st Nat'l Bank, Holton, Kans.

**CENTRAL OHIO**—10,000 bu. capacity elevator for lease, sale or exchange. Electric power; two acres of land, private ground. L. B. Griffin, 1065 S. Ohio Ave., Columbus, Ohio.

**NORTH CENTRAL NEBRASKA**—Modern 25,000 bu. cribbed elevator for sale in excellent grain territory. Electrically equipped and so arranged that it can be easily operated by one man. Priced right. Address The Cornbelt Lumber Co., Lincoln, Nebr.

**INDIANA**—Grain elevator for sale, best location, county seat; doing good business, corn, oats, wheat, feed, fence, coal, machinery, etc. Excellent farming territory. Good railroads and schools. Priced right. Portland Equity Exchange, Portland, Ind.

**IOWA**—40,000 bu. elevator on main line of Rock Island R. R. between Des Moines and Omaha. Good town, good territory, good crops, best coal business in town. Sickness forces this sale. Boys, it's worth the change. Address 60A4, Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA**—25,000 bu. capacity grain elevator in first-class condition, with all modern equipment, handling 250,000 to 325,000 bu. annually; also handling coal and feed. In an exceptional trade territory and a real buy. Ill health only reason for selling. Address 60B4, Grain Dealers Journal, Chicago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**OHIO**—Grain elevator for sale, 20,000 bu. capacity, electrically equipped, large hammer mill. Warehouses, coal bins, dwelling. All on private grounds with private switch. Located in Northwestern Ohio and doing a fine business. Priced right for quick sale. Address 59Y2, Grain Dealers Journal, Chicago, Ill.

**NORTHERN TEXAS**—100,000 bu. fire proof elevator for sale, also corn shelling plant and outside storage, best location in Northern Texas and doing a good business twelve months in the year. Handled 750,000 bushels grain the season of 26-27 and will handle as much this year. Reason for selling—am changing location account of health. Address A. P. Hughston, 817 Baltimore St., Plainview, Texas.

**MICHIGAN**—15,000 bu. grain elevator, attrition feed mill, bean business, lumber yard, coal yard, good feed and flour exchange business, wire fence and posts, all kinds of building material. Electric power, cheap rate of 1½ to 3c per KWH, 12 motors in elevator, one motor in coal unloading machine. Situated in the heart of Michigan's good farming country on pavement M. 16, 20 miles east of Lansing. Want to retire after 35 years at the business. Write Charles Cool, Webberville, Mich.

## ELEVATORS FOR SALE.

**MICHIGAN**—Elevator and coal sheds for sale in good Southern Michigan town; includes 25 bbl. mill. A. D. Hughes Co., Wayland, Mich.

**CENTRAL ILLINOIS**—15,000 bu. well built elevator, splendid condition and location. Good coal business. Price \$5500. Address 60B14, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—20,000 bu. cribbed elevator in excellent condition, doing good business. \$8,000 if taken quickly, good terms. Address 59W22, Grain Dealers Journal, Chicago, Ill.

**EAST MICHIGAN**—Well equipped elevator for sale; coal, feeds and other good side lines; grist mill attached. A splendid opportunity for a dealer with moderate capital. For full information address 59W16, Grain Dealers Journal, Chicago, Ill.

**NEBRASKA**—Have a 50,000 bu. cribbed elevator doing a good cash feed business of \$4500 to \$6000 a month and about 80-125 cars of grain a year. Price is \$10,000.00. Address 60A12, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—25,000 bu. capacity concrete tube elevator in best grain district of the country. All new and modern, electrically equipped. A bargain. Address 59Y16, Grain Dealers Journal, Chicago, Ill.

**NORTHERN ILLINOIS**—Grain elevator, coal and lumber business for sale; small village in rich farming territory. Big earnings 1927. Buildings good, stock stable, credits safe. Retiring. Half price. Holcomb-Dutton Lumber Co., Sycamore, Ill.

**CENTRAL ILLINOIS**—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**INDIANA**—Well equipped grain elevator for sale, hammer and roll grinders, equipment for 40 bbl. flour mill, steam power; in good condition; metal sided and roofed, three storied frame building 50x65, coal yard, siding to building and coal yard; good wheat and buckwheat territory. Owner retiring on account of age and will sell at a bargain. Also 45 K.W.D.C. Generator for sale. Write for further particulars as to terms, etc. HOLTON MILLING CO., Holton, Ind.

## ELEVATOR SITE FOR SALE.

**INDIANA** site with concrete foundation and driveway for elevator at Nickel Siding on the Nickel Plate R. R. for sale at a bargain. My house which was burned handled last year 82,000 bus. of grain, 10 cars of coal, 6 cars mill-feed, 5 cars fertilizer, 25 cars hay and straw and some seeds, besides collecting over \$1,000 for grinding feed. Usually this station will ship 100,000 bus. of grain; no elevator here now. Nearly new 5 rooms and bath stucco residence with concrete basement, furnace heat and electric lights, large front and back porch enclosed; an acre and an eighth of ground, berry patch, peach trees, grape vines, chicken house 14x20, one car garage, warehouse 40x60 with concrete floor. Terms reasonable. Address E. K. Sowash, Crown Point, Ind.

## ELEVATORS FOR SALE OR LEASE

**NEBRASKA** grain elevator for sale or lease capacity 20,000 bus.; on U. P. Ry. in splendid farming country. Price \$3,500 or \$60 per month on lease. A. P. Hauschild, Ravenna, Neb.

## ELEVATOR FOR SALE OR RENT

**EAST CENTRAL ILLINOIS**—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59F, Grain Dealers Journal, Chicago, Illinois.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

## ELEVATORS WANTED

**WANTED**—Elevator at good station near Chicago. Address 59V3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—To buy or lease an elevator at good station in Livingston or McLean Counties in Ill. Address Paul Rittenhouse, Cullom, Ill.

**WANT TO BUY OR LEASE** an elevator at good station in N. Indiana. Prefer one with good side lines in fair sized town. Will pay cash. 60B8, Grain Dealers Journal, Chicago, Ill.

**LARGE ELEVATOR FIRM** with headquarters at Kansas City interested in buying 15 to 20 country elevators. Must be good locations and reasonably large houses. Can pay cash. Address 60A3, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR WANTED** in Indiana or Ohio with Indianapolis or Chicago terminal, in exchange for farm. Will sell farm or trade for interest in elevator and take charge. What have you? Willis Samuel, Independence, Ind.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James Maguire, 6440 Minerva Ave., Chicago, Ill.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partner secure machines and engines which you want sell those for which you have no further use and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

## PARTNER WANTED

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY** for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.



## BUSINESS OPPORTUNITIES.

**WILL SELL HALF INTEREST** in good grain, seed and grinding business; located in good town in Northern Indiana. Address 5922, Grain Dealers Journal, Chicago, Ill.

**KENTUCKY**—Large modern feed plant full, five story and basement, brick and concrete mill building and concrete elevator, 5,000 bu. adjoining—also other warehouses—complete plant—splendid location, advantageous for shipping and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

## SITUATION WANTED.

**POSITION WANTED** by married man with 15 years experience in the grain business. Address 59Y20, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED MANAGER** of country elevator ready for work at once. Married, age 43. Efficient. A-1 reference. Write 60B10, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as manager of grain elevator or as solicitor for good commission; also grain brokerage and side line experience; 28, single. W. J. Lamis, Eddyville, Iowa.

**POSITION WANTED** as manager of farmers elevator, ten years' experience, familiar with handling of grain, lumber and other side lines, prefer Ill. or Ind. Good ref. Address 60B3, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as manager of elevator or line company. Have had fifteen years of experience in grain trade. Prefer a place that has side lines of coal, feed and feed grinding. Will be ready for position July 1st. Address 60A18, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** with grain firm as either manager or bookkeeper. Have had twenty-five years experience in the grain business in country elevators. Know the coal, flour and feed business. Want position about February first. Write 59Y8, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED**—An experienced accountant desires to connect with reliable grain or milling concern. At present am employed by large concern (not in grain or milling) as head of the accounting department, but wish to get back in the grain or milling business in any capacity. Have had eight years' experience in the grain and feed business. Will make change only on 30 to 60-day notice to my present employers. Can make small investment. Write P. O. Box 176, Sioux Falls, S. Dak.

## HELP WANTED.

**OLD ESTABLISHED FIRM** manufacturing complete line of animal and poultry feeds, wants salesman who can take charge of wholesale sales. The Dadmun Co., Whitewater, Wis.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

**Clark's Decimal Wheat Values** cover only wheat and show the value at a glance or with the addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50c to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 lbs. Order Form 33XX. Price \$2.00.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
309 So. LaSalle St., Chicago, Ill.

## SCALES FOR SALE.

**FOR SALE**—One fifty ton Howe scale, rebuilt, never installed. Will sell for cash or trade. Edward Bartling Seed Co., Nebraska City, Nebr.

**RICHARDSON Automatic Scales**, 4 to 8 bu. capacity for sale; fine condition. Also R. H. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—Four 1600-bu. Fairbanks-Morse hopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. J. Goldberg & Sons, Inc., 800 E. 18th St., Kansas City, Mo.

## SCALES WANTED.

**WANT** 10 to 15 ton used platform scale. Heywood Lumber Co., Quimby, Iowa.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co. Kansas City, Mo.

## ENGINES FOR SALE

**FOR SALE**—15 h. p. Fairbanks-Morse Engine, nearly new. Address Colwell Grain Exchange, Colwell, Iowa.

**FOR SALE**—One 15 hp. International Kerosene Engine with clutch pulley, both in good repair. T. E. McKenzie, Storms, Ohio.

**FOR SALE**—40 hp. Lauson Kerosene Engine, guaranteed in A-1 condition, for only \$250.00. Write E. R. Klinner, Stetsonville, Wis.

**GASOLINE AND OIL ENGINES** of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

## FAIRBANKS-MORSE OIL ENGINES

3-25 hp., 3-50 hp., 1-75 hp., 3-100 hp., 1-150 hp., 2-20 hp. With pulley or electric generators. Oil engines bought and sold.

Hyman-Michaels Co.,  
Chicago, Ill. St. Louis, Mo.

## SEEDS FOR SALE

**FOR SALE**—New crop timothy seed, \$4.00 per cwt. Purity 99.50, germination, 94. J. W. Richards, Ferris, Ill.

## FUNNY EXPERIENCES.

### FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address: The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

## ENGINES AND BOILERS FOR SALE

### FOR SALE

Two 350 hp. Atlas Water Tube Boilers. Two 350 hp. Heinie Water Tube Boilers. Nine 150 hp. Erie Shell Return tubular boilers. Save money. Communicate with J. Goldberg & Sons, 7500 Independence Ave., Kansas City, Mo.

## Bargain Sale in Soiled and Shelf Worn Books.

**One Davis Grain Values** showing the value of any number of bushels and odd pounds of any grain at a glance or with one addition. Ranges from 12c to \$1.75 per bu. by ½ cent rises. Price, \$1.00 and postage. Order Davis Grain Special.

**One Grain Receiving Ledger**, Form No. 43, fitted with a strongly reinforced index for listing accounts. Gives instant access to individual accounts of farmer patrons as each page is numbered. Will hold 8,800 listings of wagon loads. Price, \$1.75 and postage. Order No. 43 Special.

**Two Railroad Claim Books** for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

**Gold Bricks of Speculation**, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

**One Receiving and Stock Book**, a daily record of receipts, facilitates determination of total amount of each kind of grain on hand, 200 pages, ruled and printed on ledger paper, spaces for 4,000 loads of grain. Regular price \$3.00. This slightly soiled copy will be sold for \$2.00 plus postage and insurance—weight 2½ lbs. Order 321, Special.

**One Record of Purchase and Sales Contracts**—A ready reference record which will enable the dealer to determine instantly whether he is long or short any kind of grain. Ruled and printed on linen ledger paper, 100 double pages, space for recording 3,300 purchases and 3,300 sales. Regular price \$3.00. Will sell this slightly soiled copy for \$2.00 plus postage and insurance—weight 2½ lbs. Order 18 P&S, Special.

**One Clark's Decimal Wheat Values** reduces any weight from 10 to 100,000 pounds to bushels of 60 lbs. and show the value at any price from 50c to \$2.39. These tables have the widest range of quality and price, are so compact and so convenient no Wheat Handler can afford to attempt to do business without them. Printed on linen ledger paper, 40 pages, size 9x11½ inches. Shipping weight 1 lb. The soiled copy will be sold for \$1.50 plus postage and insurance. Order 33X, Special.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

## KEEP POSTED

## GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm .....

Capacity of Elevator .....

Post Office .....

State .....



## MACHINES FOR SALE.

**FOR SALE**—One Western Portable Sheller, No. 2A, in good condition. Price low for quick sale. Assumption Grain Co., Assumption, Ill.

**FOR SALE**—Two practically new Clipper Cleaners of modern make; also a wheat separator. Gilchrist & Co., McGregor, Iowa.

**WESTERN GYRATING Cleaner**, No. 30; largest size; used only a short time; first class condition. Cost \$750, will sell for \$125 f.o.b. Ohio point. Act quick. Address 60B19, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Large capacity corn sheller and cleaner combined, complete with shafting, elevator leg, belting and pulleys. Also fifteen horse electric motor with starter box, etc., used one season. Syler & Syler, Nappanee, Ind.

## SAVE POWER—REDUCE FIRE RISK

By installing used or New Ball or Roller Bearing Hangers or Pillow Blocks at very low prices. Transmission Machinery Co., Chicago, Ill.

## FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

## NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; several double stands 9x24 and 9x30 roller mills; 1 Weller 12x24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

## MACHINERY BARGAINS

One No. 4 J-B Mill; one Hughes Hammer Mill; one No. 3 Gruendler Mill; one 24" Motor Driven Bauer Bros. Mill; one 20" Monarch Attrition Mill; 18, 20, 24-inch Dreadnaught grinders; 1000-lb. Vertical Batch Mixer (new); one used Burton Mixer; one Gardner Mixer; 7x14, 9x18, 9x24 three pr. high feed mills; 9x18, 9x24 two pr. high feed mills; Hess drier No. 3; Huhn drier, 80-bu. capacity; Ellis ball bearing drier; No. 7 Clipper cleaner; No. 5 ball bearing Invincible Grain Cleaner. Everything for the elevator and flour mill. Write your wants. A. D. Hughes Co., Wayland, Mich.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,

9 S. Clinton St., Chicago, Ill.

## MOTOR DRIVE MILLS.

24" with two 20 hp. motors and starter...\$700.00  
24" Dreadnaught with 20 hp. motor..... 300.00  
22" with two 15 hp. motors and starter... 575.00  
20" single disc with 20 hp. motor..... 300.00

## BELT DRIVE MILLS

26" with ball bearing drive..... 300.00  
24" complete with drive..... 250.00  
20" with drive, belting, etc..... 250.00  
18" without drive ..... 160.00  
18" Dreadnaught ..... 75.00

Several hammer mills, both belt and motor driven. These mills have been replaced by Bauer Attrition and Hammer Mills and are guaranteed to be in good serviceable condition with new plates. Terms: net cash, f.o.b. Sidney, Ohio.

J. M. BELL CO., SIDNEY OHIO. BOX 163.

## MACHINES FOR SALE.

**FOR SALE**—J-B grinder; 40 hp. Hart-Parr engine, good as new. Reasonable. Write 59U23, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—One new No. 3 Cutler Steam Drier with wood frame; will be sold very cheap. The Federal Foundry Supply Co., 2639 E. 79th Street, Cleveland, Ohio.

**FOR SALE**—1 Carter Disc Cleaner, 200 bus. cap.; good as new; 1 J-B No. 2 Hammer Mill, used 2 months; 1 9x24 Northway Roller Mill in good running condition. J. P. Mattson, Hoffman, Minn.

## MACHINES WANTED.

WE NEED EQUIPMENT for making determinations of fat, protein, fiber, moisture, ash, etc.; balances, extractors, muffle furnaces, nitrogen apparatus, electric ovens, possibly an electric still, blower condensers, etc. Also would be interested in laboratory bench with sink. Address 60B2, Grain Dealers Journal, Chicago, Ill.

## MACHINERY FOR SALE OR TRADE.

## FOR SALE OR TRADE.

Sprout Waldron Steel Continuous Feed Mixer 20 feet long—excellent condition. Or will trade for good sized Batch Mixer. R. E. Jones Company, Wabasha, Minn.

**FOR TRADE**—I have a 15 hp. National Acme oil engine that I would like to trade for a 15 hp. single-phase, 60 cycle, 220 volts motor. This engine is in splendid condition, clutch attached to fly wheel, water tank, pipes and fittings, and blow torch.

J. ROBINSON, PERRYVILLE, IND.

## MISCELLANEOUS.

**FOR SALE**—Burroughs Adding Machine, grain dealers special. First-class condition. Address 59Y9, Grain Dealers Journal, Chicago, Ill.

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

## INFORMATION BUREAU.

READERS DESIRING to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

## SEEDS FOR SALE—WANTED

**FOR SALE**—Illinois grown red clover, alsike, and mammoth clover. J. W. Richards, Ferris, Ill.

**FOR SALE**—Hog, early fortune, Siberian, common and white wonder millet seed, also Sudan and cane seed. Straight or mixed cars. Write or wire for samples and prices. Reimer Smith Grain Co., Holyoke, Colo.

## RICE FOR SALE

**CHOICE HEAD TABLE RICES** at \$4.50 per 100 lbs. to car lots. Have all rice grain products. J. P. Hoyt, Estherwood, La.

## HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

## GRAIN WANTED.

WE ARE IN THE MARKET for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

## IMPROVED DUPLICATING GRAIN TICKETS

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and at the same time, a ticket will be ready for the hauler. Very convenient for dealers who regularly issue scale tickets for each load of grain received. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 1/2 inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 1/2 x 12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise the ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19 GT. Price \$1.50.

## GRAIN DEALERS JOURNAL

305 So. La Salle St. Chicago, Ill.

## Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight, 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.



## SEEDS FOR SALE—WANTED

### ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,  
Seeds Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

### North American Seed Co.

MILWAUKEE, WIS.

### CLOVERS—TIMOTHY ALFALFA

Get our samples and prices before buying

### L. TEWELES SEED CO.

Distributors of

### BADGER BRAND SEED

Milwaukee, Wisc.

### CORNELI

### Seed Company

Saint Louis, Missouri

FIELD—GRASS—GARDEN SEEDS

Weekly Price List on Request

### BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality

The J. M. McCullough's Sons Co  
CINCINNATI OHIO

### LOUISVILLE SEED COMPANY, Inc.

Louisville, Kentucky

Buyers and Sellers of All  
Varieties of Field Seeds

Headquarters for Redtop Orchard  
Grass and Kentucky Blue Grass

### Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

### STANDARD SEED COMPANY

DES MOINES, IOWA

Field and Grass Seeds

### KELLOGG SEED COMPANY

MILWAUKEE, WISCONSIN

FIELD AND GRASS SEEDS

### J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers

ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER

KANSAS CITY, MO.

## Scale Ticket Copying Book

This book contains 125 leaves of scale tickets, four to a leaf. Each leaf folds back on itself so as with the use of a sheet of carbon to make a complete and perfect copy of the original on the stub which remains in the book. The original tickets form the outer half of the page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weighers Signature. Size 9½x11 inches. Printed on good paper, 5 sheets of carbon. Order Form No. 73. Price \$1.55; weight 2 lbs.

Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

### SWEET CLOVER SEED

We are large handlers of this commodity and are always ready to quote on carloads or less.

Also Bromus Inermis, Slender Wheat Grass, Red Clover, Alsike, and Timothy.

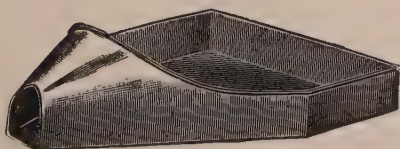


### Tobin-Quinn Seed Co.

Kansas City, Mo.

THRESHERS & CLEANERS  
HIGH GRADE MISSOURI BLUE GRASS

## SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Grain Size, 2½x12x16½", \$2.00.

Seed Size, 1½x9x11", \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8¼x13½ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

Price, \$3.25

### Grain Dealers Journal

309 So. La Salle St., CHICAGO, ILL.

Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.





**T**HE finest grain elevator in the world and one of the largest, if not the largest, in the United States, has just been opened at Philadelphia by the Reading Railway System, through its subsidiary, the Philadelphia Grain Elevator Company.

This colossal new elevator, which embodies the best features of more than 200 plans, cost \$4,000,000 and has a capacity of 2,500,000 bushels. With it in operation, Philadelphia has the most modern and complete grain-shipping equipment of any port in the country and ranks among the first in grain-storage capacity.

There is a majestic beauty about this great new elevator, with its towering white bins that have the effect of a classic Greek colon-

nade. It is located close to the Delaware River at the vast Port Richmond Terminal of the Reading.

A conveyor gallery bridge running across the railroad yards to a pier, connects the elevator with the world's shipping. Four large steamships and two barges may be berthed at this pier for simultaneous loading and endless belt conveyors carry grain to the ships at the rate of ninety thousand bushels an hour.

To expedite the unloading of cars of grain, two monster automatic train-car unloaders unload eight carloads, or 20,000 bushels, in an hour. There are also grain-cleaning and separating machines and grain driers, as well as other apparatus which makes this giant plant the last word in modern grain-handling facilities.

Reading  Railway System



## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JANUARY 25, 1928

**THE WISCONSIN** cobbler who forecasts 928 weather from a careful study of a segment of a raw onion may have applied for a position in the Bureau of Crop Estimates at Washington, but we know he will not be given position. They already have too many crop experts of that caliber as is evidenced by the corn crop figures.

**FAILURES** IN business in the United States during 1927 numbered 20,265 with liabilities of over \$650,000,000. The grain dealers who stored grain for nothing, advanced money to growers and gave the rise of the market whenever farmers wanted to sell stored grain as well as the over-bidder, the under-grader and the dealer who ground feed for less than the power cost him all helped to swell the number of failures. When every dealer makes a determined effort to learn his actual cost of operation we will have fewer failures.

**MISSISSIPPI** BARGE lines have handled considerable export grain at a lower rate of freight than the railroads would carry the same grain, but at an apparent loss to the Government. Persons familiar with the cost of operating barges on the Mississippi River insist that the expense of such transportation is so high private parties cannot afford to carry the traffic in competition with the railroads. There seems no good reason why the taxpayers should be burdened with the expensive service. It affects no permanent advantage to either producers or shippers.

**CANADIAN** farmers are hauling wheat at the rate of 1,000,000 bus. a day to country points, which is three times the rate a year ago, indicating that the pool will be forced to sell either cash or futures very soon.

**CORN BORER** control as conducted by the federal agents is so objectionable to the farmers that large delegations from Indiana and Ohio appeared this week before the appropriations committee at Washington to protest.

**JUDGING FROM** the hysterical bulletins being issued by the bureaucrats who have been engaged in spending the Government's ten million dollars chasing corn borers, the pest has extended its activities to a much larger territory than ever and a larger appropriation will be needed from the coming Congress if the destructive work of the corn borer is to be checked.

**DURING** 1927, sixty-six grain firms in the United States were eliminated by mergers, consolidations or purchases. In fourteen of the towns where these mergers occurred there is now only one grain firm operating. This should justify a closer study of the grain business by the remaining dealers to the end that they may realize a real profit from their efforts to market grain efficiently.

**THE SUFFOCATION** of an elevator workman at Salina, Kansas, when he slipped and fell into a bin from which the wheat was being drawn emphasizes the great advantage of covering all bins and providing a portable man hoist and tackle to let workmen into the bin with safety. All bos'n swings are now equipped with heavy straps that will prevent a man falling out even though he is overcome by carbon monoxide gas.

**OPEN CONTRACTS** in all futures of wheat together on the last day of December totaled only 74,205,000 bus., while the visible supply on the same date was 11,000,000 bus. greater, or 85,577,000. Besides this wheat at the 23 points enumerated in the visible supply there is a great quantity of wheat scattered over the entire country in the hands of millers and merchants. As being the first time in the history of the Chicago Board of Trade that the visible has exceeded the open contracts old timers are puzzled to account for the large amount apparently unhedged. It is a situation that will bear watching.

**FREE STORAGE** continues to bring disaster both to grain dealers and to grain growers. Recently the bins of a dealer at Grand Junction, Ia., who made an assignment were found to be empty much to the disappointment of grain growers who thought they were getting storage free. Growers in the vicinity of Douglas, Wash., were much chagrined recently when the Farmers Mill & Elevator burned together with 30,000 bushels of wheat notwithstanding all fire insurance policies had expired but a few days previously. Grain growers in the vicinity of Kingfisher, Okla., are much excited because a grain dealer who gave them free storage has disappeared. His bins are empty. Giving free storage is a bad practice to start with, but the worst of it is that the practice generally proves but a stepping stone to other practices which are much worse.

**THIEVES HAVE** recently robbed three Iowa elevator offices of radios, adding machines and typewriters with the result that some grain dealers are placing bars over their windows and padlocking their doors in the hope of protecting their property from the pilferers.

**ECONOMY** AND convenience are gradually forcing the grain dealers of the Pacific Northwest to abandon bags in favor of bulk handling. Machines can do the work more expeditiously, more efficiently and with less cost, hence, the bulk handling system is driving the bags out of Australia, South Africa and Argentina and machinery will soon be employed exclusively.

**FEED MILLS** continue to be installed in country elevators in increasing number as is evidenced by the reports in the "Grain Trade News" pages this number. Those who insist on charging enough for grinding to pay for power, labor, deterioration, up-keep, interest on investment and obsolescence should find grinding a profitable sideline. The grinders who give intelligent study to the needs of their customers and strive to supply them with mixed feeds that will insure best results will profit more than others.

**NEWS OF** grain elevator fires continue to reach us in unusual number. Of the ten elevator fires reported in this number two were caused by motors and one by sparks from the exhaust of a gas engine. All other causes were reported unknown. Elevator owners who are anxious to prevent the interruption of their business by fire will strive to profit by the experience of those who do suffer loss from known causes and strive to prevent their property being destroyed by the same cause. The correction of known hazards pays attractive dividends.

**THE COST** of doing business is such an important factor to the grain dealer who is anxious to conduct his different departments at a profit that all seem more eager to determine accurately their own costs than ever. This is a most encouraging sign and when men know they are losing money they will either refrain from doing business or increase their margin of profit. The dealer who does not know what it costs him to handle grain from the farmer's wagon to the scale hopper at destination is working in the dark and to his own great disadvantage. A close accounting with each department and with each kind of grain and seeds will enable the dealer to work on a living margin.

**NOTWITHSTANDING** THE agitator's claim that the Ohio corn fields have been overrun with corn borers and the state can no longer be considered a corn producer, the 100-Bushel Corn Club of that state is giving the usual recognition to intelligent farmers who cultivate their ten-acre plots intensively. Ira Marshall of Hardin County for the third time ran away with the record for production by topping the list with a yield of 157.77 bushels per acre. Many other producers established high records for ten-acre plots. The question naturally presented by these record yields is, Why don't more corn growers cultivate their fields intensively?



### Farm Relief Legislation.

In their playing with McNary-Haugen legislation the members of the House Agricultural committee are like a lot of children who have found some of the bright copper caps used by the quarrymen to explode dynamite in drill holes.

Compulsory pooling legislation of the McNary-Haugen stripe is too attractive a toy for the members to let go without a test of its possibilities for mischief. They do not know it is loaded.

Compulsory combination of grain growers into one monopolistic price-boosting trust is like a gun loaded with dynamite and with numerous muzzles pointing in as many directions as the spines on a porcupine. The cost of living within the borders of the United States would be so elevated that high costs of domestic manufacture would kill our exports of every description. Out of work, the urban population would have no money to pay the artificially inflated prices for food, unsold stocks of which would pile up in the warehouses, in sight but beyond the means of the hungry proletariat. An ideal seedbed for destructive anarchistic propaganda.

Considerable progress has been made in this direction by legislation exempting co-operative organizations from the laws against combinations. Co-operative shipping organizations are permitted to exchange market information to prevent glutting certain markets; but independent dealers are threatened with punishment for unlawful restraint of trade when they unite in dissemination of information that prevents cut-throat competition in the same market. The producer and his organizations were given this privilege because they were felt to be in the position of manual laborers, who have the privilege of organizing unions to fix their wage. The McNary-Haugen bill would go further by making the membership in the grain pool compulsory thru the equalization fee.

The equalization tax on every producer is just like the "check-off"; and its collection by the government is just like the collection by the mine owner of the check-off per capita for both member and non-members of the United Mine Workers of America. This principle is elaborately worked out in S. 1754, a bill to create a federal agricultural corporation, which provides that the internal revenue department of the government shall collect the equalization tax from every producer, but that the agricultural corporation shall restrict in its purchases of crops in the first place to producers who have "joined." Those who have not heeded the agricultural corporation will be forced to pay the tax but will be denied the benefits.

It is not surprising that four or more members of the agricultural committee have expressed opposition to incorporating the equalization fee in the bill, either from a belief that it is unconstitutional or that a bill providing for the fee would be vetoed. The same difference of opinion may be encountered on the floor of the House, preventing the passage of the bill.

Farm leaders themselves have expressed the opinion that co-operation can not handle the crops at less cost than the independent concerns. Having already the fullest measure of volun-

tary co-operation, and having found it unable to raise prices, they are declaring for compulsory pooling for the purpose of "raising the basic price of wheat." If they could control the price they would no longer concern themselves with the dealer's margin.

Yesterday, Jan. 24, Com'iteman Adkins suggested amending the bill in two particulars, one to provide that the equalization fee should be made applicable to only one commodity as an experiment; and the other that the fee should not be enforced until after the Supreme Court had approved it as constitutional.

Good legal opinion is that no law can be drafted that will get such a principle past the Supreme Court without a prior constitutional amendment. The prospects of enactment and actual enforcement of the McNary-Haugen law are so remote that the grain dealer need not consider it in the usual and regular conduct of his business.

### Folly to Grind Feed Below Cost.

The charge made by grain elevators for custom grinding of feed varies greatly in different localities, indicating that the cost of performing this useful service for the farmer is not sufficiently well understood.

The farmer also is responsible for the increased cost of grinding. The feeder is no longer satisfied with the moderately fine grinding possible with the burr and the roller mill. He demands a very fine meal, and has forced the custom grinder to put in expensive machinery that will handle anything that comes along and put it into sacks to the queen's taste.

By his insistence on fine grinding the farmer has really made himself dependent upon the feed miller or elevator operator. The investment is so large that it is impracticable to install economical fine grinding machinery on each farm. For each group of farms naturally tributary to a trading center by reason of good roads a natural monopoly is developed at the trading center for the operator of the best grinding equipment.

Since the farmer must come to the feed miller for his custom grinding it will be seen how unbusinesslike it is for the miller to perform this service at or below cost as many are doing. The motto of success today is to give service and charge for it.

Besides the heavy cost for power the operator should figure the overhead while the equipment stands idle. The cost of his own time occupied in supervising the grinding should be charged against the operation. When the arrangement of the plant is such that the farmer does not feed the mill hopper and the grain has to be elevated, the cost of elevation and bagging must be added to the cost of grinding, to arrive at the charge to be made against the operation.

The cost of power is always the principal item. In the most up-to-date equipment one large electric motor does the grinding and elevating by direct connection to grinder and blower, enabling the operator to watch his power consumption, and determine the cost.

Every item of expense should be reckoned and the charge for grinding assessed accordingly. Some feed millers on discovering what it was costing to grind promptly doubled their charges. Many others must do likewise if they are to have any money left to buy new equipment when their present mill becomes obsolescent or is worn out.

### Decision Against Commission Firm Financing Country Elevator.

The financing of country elevators in the Northwest by grain commission firms is a practice attended with considerable risk of loss. This is true especially when the country elevator already is in debt.

The McCabe Bros. Co., of Duluth and Minneapolis, recently lost a suit for \$4,557.66 growing out of transactions with the Farmers Grain & Supply Co., operating an elevator at Lakefield, Minn. There were four different judgments against the elevator company, all of different dates. The first judgment was in favor of Frank Jandera for \$974.64, and he bought the property on execution sale June 23, 1922. His judgment was docketed before the elevator company's \$5,000 mortgage to Mrs. Anna M. Quevli was filed.

In order to get money to redeem the property before June 23, 1923, the elevator company borrowed an additional \$1,100 of Mrs. Quevli on a second mortgage dated May 8, 1923. On May 22, 1923, the McCabe Bros. Co. obtained and docketed a judgment for \$3,963.21 against the company, which became a lien on the elevator. On McCabe Bros.' judgment the elevator was sold a second time, Dec. 1, 1923, for \$2,500, McCabe Bros. buying in the house and applying on the judgment \$2,412.50. There was against the house at this time, however, the two mortgages to Mrs. Quevli, one for \$5,000 dated Nov. 8, 1922, and the other for \$1,100, both being recorded May 8, 1923, and in order to clear its title the McCabe Bros. Co. attacked these mortgages as fraudulent.

The contention of McCabe Bros. Co. was that the \$5,000 mortgage was kept off the record by Mrs. Quevli at the instance of the Farmers Company for the purpose of helping its credit and that this constituted a fraud. The district court of Jackson County so found in favor of McCabe Bros.

The Supreme Court of Minnesota in a decision given Oct. 28, 1927, however, while conceding the \$5,000 mortgage may have been fraudulent, yet held that the First National Bank was an innocent purchaser of the two mortgages, and that McCabe Bros. lost their execution title to the property when the bank foreclosed. The judgment for \$4,557.66 against Mrs. Quevli for the alleged fraud whereby McCabe Bros. lost their title to the elevator was set aside by the Supreme Court, which said:

The \$1,100 mortgage of May 8, 1923, was given by the company for Mrs. Quevli's money which made the redemption. This mortgage cannot be successfully assailed. It may be that the \$1,100 which it represented was not paid until redemption on June 21, or it may have been held by the company from May 8. It may be that it was designedly made by the company and taken by Mrs. Quevli at a time when it would be ahead of the plaintiff's judgment. This did not make it fraudulent. It redeemed the property from the Jandera sale. The plaintiff was better off because of the mortgage and the redemption from the execution sale. The fact that the \$5,000 mortgage was fraudulent gives the plaintiff no additional right. It bought the property on its execution sale. The character of its title depended upon the validity of the two mortgages. If either was valid it could protect its title only by redemption. The \$1,100 mortgage was valid, and the plaintiff did not lose through a wrongful act of Mrs. Quevli.—216 N. W. Rep. 243.

AS SUGGESTED by one of the speakers at the recent meeting of the New England Seedsmen's Ass'n it is hopeless for the dealer in field seeds to expect an adequate profit on commercial grass seeds sold in competition with other commercial seeds answering the same general description, but into which his competitors have not put the same expensive selection, care and handling. To obtain the profit to which he is entitled the seedsmen must ask the price obtainable for a specialty such as seed of verified origin. Special care is needed to preserve the identity of seed and that warrants the higher price.



## The Local Co-operative Elevator.

By R. M. GREEN.

Department of Agricultural Economics, Kansas State Agricultural College.

Thirty per cent profit makers among a group of Kansas co-operative elevators in 1921-22 and around 50 per cent profit makers the following year suggests that this type of elevator also shares in the risks attached to the local elevator business in Kansas. Attention last week was directed to the fact that widespread experiences verify the acuteness and general inclusiveness of the local elevator problem. Fifty-six farmers' elevators in five northwestern states in 1925 showed 20 deficits for the year. This leaves 64 per cent profit makers. Sixty-five co-operative elevators in Illinois showed 48 per cent suffering losses and 52 per cent profit makers.

Some of the deepest seated local elevator problems of the present time are no respecters of persons, position or class. They have infected the local grain business generally. This paper, therefore, continuing the spirit of the last one, will deal with certain economic problems confronting the local co-operative elevator free from any one man opinion such as the writer's would be, as to the advantage of one type of elevator over the other.

**Economic Advantages of the Co-operative type of Elevator:** One of the great advantages of the co-operative type of elevator, if it has adequate membership, is the volume of business it is able to handle. Ninety-five per cent larger volume of grain handled one year than the average for all elevators was shown by a group of local single unit co-operative elevators in Kansas. The next year the co-operatives showed a volume of grain handled 73 per cent larger than the average for all elevators.

Costs of operation per bushel were 25 per cent less than average one year and 21 per cent less than average the next year. Volume of grain handled affects costs of operation per bushel very materially.

Costs, 116 per cent above average when volume of business was 76 per cent below average, were found in the Kansas study. A decrease in volume of 47 per cent below average increased costs to 43 per cent above average. Volume 13 per cent below average meant costs 16 per cent above average. Likewise, volume 60 per cent above average meant costs 3 per cent below average. Increased volume brings increasingly greater returns in the form of reduced costs up to and including elevators handling 100 to 125 thousand bushels of grain. After this size is reached, though costs per bushel still decline with increased volume, they decline at a diminishing rate. Maximum returns for added volume, therefore, appear to be reached when volume approaches 125 to 150 thousand bushels.

This situation suggests the economy of attempting to combine elevators that consistently handle less than 100,000 bushels of grain. It also suggests the advisability of generally diversifying elevator investments by putting them in several establishments rather than going to unusual expense, or adopting a high price policy in an effort to get extraordinary volume in hopes of reaching a cost too low for competitors to meet. This suggestion is still further supported by the reduction in risk of volume from sectional crop shortages, that a line of elevators might offer.

**Co-operative Line Elevators:** The co-operative line elevator idea has been receiving some attention in recent years. County unit systems of elevators are an attempt at line elevator operation within the confines of a single county. One handicap this type of elevator has to work under is that a profit-making elevator in one part of the county has to pay part of the loss of a non-profit-making elevator in another part of the county. At the same time

the line of elevators does not derive a great benefit from diversifying or scattering its risks as its volume of business is affected largely by crop conditions within a single county.

More extensive co-operative line elevator systems have two conflicting problems to meet. From a business standpoint, scattering of risks over considerable territory is an economical thing to do. From the standpoint of keeping different local groups of farmers working together the problems of co-operation and teamwork are multiplied. This is a development that gives promise of being experimented with more extensively.

Out of 1,600 elevators in the state of Kansas 456 are co-operative elevators. It is estimated that these 456 elevators handle on the average 50 to 60 per cent of the wheat crop of the state. Co-operative elevators in the Kansas studies average 121 thousand bushels volume one year, while other elevators average 62 thousand bushels. The next year co-operatives averaged 101 thousand bushels volume, while other elevators averaged 53 thousand bushels.

One important contribution of the local co-operative elevator to marketing methods is that it has given the farmer some representation in the competitive determination of local prices and buying margins. This has enabled farmers to prevent unfair practices if there is any tendency for them to exist in the local market and at the same time has acquainted the farmer with some of the business difficulties in the local grain business.

**Better Understanding Needed to Make Possible More Economic Business Units:** Because certain problems are common to all types of elevators, and because there are some economic bases supporting the existence of some elevators of all types, there is common ground for a better agreement as to price and division of business than now exists at many stations in the state. This is perhaps the first step out of some of the present difficulties. It has been the purpose of this article and the previous one published in the Journal for January 10, page 44, direct attention to some of the fundamental problems confronting all branches of the local grain trade. Further improvement in marketing methods will have to come, as they have always come, from those engaged in the business after they have met and accepted new ideas.

**Shrewdness, naturally,** is a most desirable quality, but in modern business it does not adequately substitute for knowledge. Ideas are now the motive power of commerce, so that today the business that is managed on shrewdness alone, cannot compete with the enterprise that is kept alive by a constant influx of new ideas, such as are gleaned from your trade paper.

The quarantined area in Ohio has now been extended to cover 52 counties and parts of seven other counties, effective Jan. 1, according to announcement from Charles V. Truax, state director of agriculture, in an effort to curb corn borer infestations. Corn, broomcorn, and sudan grass may not be transported to any other part of the state, except when grain or seeds have been properly cleaned and a permit issued sanctioning movement of same.

**Discrimination** in the sale of grain seems to be a heinous offense in Russia. Dispatches from Moscow last week tell of M. Polickov, Director of Grain Dept. State Bank and his Asst. Telesnin being condemned by the high court to die for giving inside information and cut prices to middlemen. Two of the beneficiaries were condemned to die and seven others were sentenced to imprisonment. If we could give punishment of that character for overbidding, overgrading, free storage, advancing money and giving the rise of the market, our country grain dealers might realize a living profit from the business.

## Bank Held Liable for Negotiating Fraudulent Documents.

It will be as gratifying to grain receivers as it is disappointing to bankers to learn that the Supreme Court of the United States has decided in favor of three grain firms and against the American State Bank of Omaha, Neb., which bank had honored drafts drawn by Wm. R. Richter, attached to forged Bs/L.

It was always the law and so stated in all the earlier decisions that the bank was not liable. The Act of Congress of Aug. 29, 1916, changed the status; but there was no decision under the new law until the Fort Worth Elevators Co., of Fort Worth, Tex., got judgment against the State Guaranty Bank of Blackwell, Okla., in the Supreme Court of Oklahoma.

In the Richter case Judge Carpenter at Chicago gave judgment against the bank for \$22,000 in favor of the Mueller Grain Co., and C. H. Feltman Grain Co., both of Peoria, and Lamson Bros. & Co., of Chicago, who had paid the drafts with the 18 forged Bs/L in 1917.

The decision was reversed by the U. S. Circuit Court of Appeals Jan. 5, 1926, and the prospects of recovery by the grain firms were slender, that court stating that the notice stamped by the bank plainly stated "This bank does not guarantee that this B/L is genuine." It is very gratifying, therefore, that the highest court now has reversed the Circuit Court and remanded the case back for further proceedings.

The law had already been held constitutional in another case, U. S. v. Fenger. Banks receiving in the first instance Bs/L from crooks have the best opportunity to stop the fraud in its inception, and it is proper that the burden be placed on the bank of guaranteeing the papers, as is done by the law, which reads as follows:

A person who negotiates or transfers for value a bill by indorsement or delivery, unless a contrary intention appears, warrants (a) that the bill is genuine; (b) that he has a legal right to transfer it; (c) that he has knowledge of no fact which would impair the validity or worth of the bill; (d) that he has a right to transfer the title to the goods, and that the goods are merchantable or fit for a particular purpose whenever such warranties would have been implied, if the contract of the parties had been to transfer without a bill the goods represented thereby.

A complete statement of the facts in the two cases was given in the Grain Dealers Journal for Jan. 10, 1924, page 33; Feb. 10, page 165; and Jan. 25, 1927, page 89.

It is an open question whether we have not traveled so far in the protection we give labor and in the advantages—both state and municipal—that we give our citizens in good roads, education, and other facilities, that, between the expenditures we have imposed on industry and the taxes that we and the cities and towns exact from them our industries have now reached a position where there is nothing for a good many of them to do but quit.—Governor A. T. Fuller of Massachusetts in his recent annual address.

## Books Received

**FERTILIZER REPORT** (1926) General Bulletin No. 444, Pennsylvania Department of Agriculture, Harrisburg, Pa., James W. Kellogg, Director and Chief Chemist, Bureau of Foods and Chemistry. The report shows the tabulated results of chemical analyses made by this bureau, in accordance with the requirements of the Fertilizer Law, of the official samples of commercial fertilizers obtained by the special agents during the Spring and Fall shipping seasons of 1926.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Names of Farmers Elevator Ass'n Officers?

*Grain Dealers Journal:* Would you please send us the names of the sec'ys of the Farmers Elevator Ass'n of Missouri and Kansas, and also the address of J. S. Canaday, pres. of the Nebraska Ass'n?—Walter Penrod, mgr., Medaryville Co-operative Co., Medaryville, Ind.

**Ans.:** There is no active sec'y in Missouri. R. E. Lawrence is sec'y of the Farmers Elevator Ass'n of Kansas, and his address is Box 607, Hutchinson, Kan. J. S. Canaday's address is Minden, Neb.

### "No Grade" in Canada?

*Grain Dealers Journal:* According to some newspaper statistics more than one-half of the wheat received at Fort William and Port Arthur, Ont., is of poor quality, grading "No grade." What are the facts?—A. R. Roberts.

**Ans.:** During the week ending Monday, Jan. 16, the official report is that 8,446 cars of wheat were received, and 5,037 graded "No grade." The term "No grade" does not mean what it means in the States. The Canadian inspectors have a designation of "tough" wheat, which is wheat containing excess moisture; and a designation "Rejected," and these classes are thrown into "No grade." This "no grade" wheat, however, contains wheat of excellent milling quality.

Thus of the 5,037 cars "No grade" received during the week ending Jan. 16, 4 cars were actually No. 1 northern, 354 cars No. 2 northern, 2,879 cars No. 3 northern, and 1,216 cars No. 4 northern, the remainder being lower grades, so that the 5,037 cars shrink to 584 cars of actual low grades, against 5,371 cars of the quality of No. 1, No. 2 and No. 3.

For the week stated the percentage of so-called "no grade" was 59, against 67 per cent for the corresponding week a year ago.

### Shortage of Agent?

*Grain Dealers Journal:* At this station I have estimated about all the cars I have shipped this year and so marked it on the B/L. Is not the railroad company compelled to weigh all cars at the first railroad track scales when the shipper makes the notation on the way bill that it was "Estimated?"

They tell me that the Northern Pacific Railroad Co. will not pay claims for cars that have been estimated, notwithstanding they do not weigh at Mandan, N. D., the first scale.

Can a line company hold an agent, or can the bonding company hold him, for gross grain short, if the scale has been tampered with?

Will overage on dockage apply on a shortage of gross grain?—Dakota Agent.

**Ans.:** The overage on dockage should be credited to the agent if it was charged to him on his purchases, the dockage being part of the gross weight of the grain as bought by him from the farmer.

If the contract of employment makes the agent responsible for the condition of his scales he is responsible. Even without a specific contract it devolves upon the buyer to protect his employer by seeing that the scales are correct. It is the agent's duty not to pay for more grain than he receives.

In Illinois and some other states the railroad must accept the shipper's weights or go to the expense of installing track scales at the shipper's station to weigh his grain.

Weighing in transit on track scales is common practice with many commodities, but many railroads neglect this on grain, and make settlement for the freight on the basis of terminal weights.

Estimated weights at point of origin have very little standing as against actual hopper scale weights at unloading point. If the shortage on one car was excessive a well-proved estimate would have some value.

### Is Charge for Track and Upkeep Legal?

*Grain Dealers Journal:* The L. E. & W. R. Co. at Kempton, Ind., has been charging us \$91.25 a year for rental of the ground we are using for our feed room and coal sheds. The ground is about one-fourth of an acre, and the value in a country town of 800 can not be very much.

We paid the rental last year under protest. Now the company has fixed the value of the ground at about \$700, and say we owe it 6% on \$1,000 value of siding and 6% on \$100 per year for the upkeep of track, making the rental the same as heretofore, \$91.25.

We have always felt this charge for the use of the ground was excessive and now wish your opinion as to the railroad company being legally entitled to make a charge for the track and its upkeep.—Cohoe & Clark, Frankfort, Ind.

**Ans.:** The charge for the use of the ground is excessive. Six per cent on the market value of a quarter of an acre in that vicinity should be fair.

The charge for the use of the side track is not regulated by law, if the track is on the right of way, the railroad company having to bear the entire expense of its maintenance the same as the main track. It is only when the track extends off the right of way, exclusively for the shipper's own use, that he becomes chargeable for the expense of maintenance.

About the only regulation serving as a guide in the assessment of costs of maintaining side tracks is the U. S. R. R. Administration's Supplement No. 2 to General Order No. 15, stating that "in the absence of a written contract the practice of the carrier as applied to such track of any particular industry from the beginning of its use by such industry shall be considered as equivalent to a written contract."

Therefore the railroad can only go on maintaining the track as it has always done. The railroad company has no way to compel the shipper to sign an agreement, as it can not take up the track nor refuse to furnish service. Following is General Order No. 15.

Washington, March 26, 1918.

The following requirements must be observed in respect of the construction, maintenance and operation of new industry tracks, and in respect of the operation and maintenance of existing industry tracks:

1. As to new industry tracks:

(a) The industry shall pay for, own and maintain that part of the track beyond the right of way of the railroad company;

(b) The railroad company shall pay for, own and maintain that part of the track on the right of way from the switchpoint to the clearance point;

(c) Generally speaking, an industry shall pay for and maintain (alho in special cases the railroad company may do so), and the railroad company shall own that part of the track on the right of way from the clearance to the right of way line;

(d) If the industry fails to maintain in reasonably safe condition the part of track which it is required to maintain, the railroad company may disconnect the track or refuse to operate over it when not in such condition;

(e) The railroad company shall have the right to use the track when not to the detriment of the industry;

(f) The foregoing terms and conditions should be embodied in a written contract between the industry and the railroad company.

2. Where existing industry track are not covered by written contracts, they shall be maintained and operated in accordance with the provisions stated in paragraph 1 hereof.

It is advisable to write a letter to the railroad company, keeping a carbon copy thereof, offering to pay what the shipper considers a fair rental; and to inclose check, stating that it is for disputed amount of rental, in full for the period. The railroad company is in no position to refuse such reasonable offer.

Other shippers have taken this course with satisfactory results.

### Interim Payment—Coarse Grains Pool.

An interim payment of fifteen cents per bushel on all grades of barley and rye and ten cents per bushel on all grades of oats except a small number of lower grades was paid, Jan. 16th, by the Coarse Grains Pools of Manitoba and Saskatchewan. No interim payment on flax is being made at present. This is the third payment made on oats according to E. B. Ramsay, manager and secretary of the Central

Selling Agency, as the cash payment on oats was thirty-four cents per bushel followed shortly after by an interim payment of six cents per bushel, bringing the price paid for oats up to the present up to fifty cents per bushel, sixty-five cents per bushel for barley and eighty-five cents per bushel for rye.—*Grain Trade News*, Winnipeg.

### Program Tri-State.

The program of the Tenth Annual Convention Tri-State Country Grain Shippers Ass'n to be held in New Nicollett Hotel, Minneapolis, Thursday, Feb. 9th, follows:

#### Morning Session—9:30.

President's address, F. E. Crandall, Mankato. Secretary's report, E. H. Moreland, Luverne, Minn.

#### Afternoon Session—1:30.

Luncheon at New Nicollett Hotel.

Music by Chamber of Commerce Glee Club.

Address of welcome from the Minneapolis Chamber of Commerce, Mr. Geo. P. Case, vice president.

The Grain Rate Structure of the Northwest and the Effect of Proposed Rate Reduction, Mr. H. A. Feltus, Minneapolis.

The Effect of the Proposed McNary-Haugen Bill on the Grain Trade, Mr. Frank H. Higgins, Minneapolis.

What do we mean by the term, Orderly Marketing? Mr. B. F. Benson, Minneapolis.

Combine Grain from the Buyer's Standpoint, Mr. R. H. Black, U. S. Dept. of Agriculture.

Topics for Discussion—Led by E. H. Sexauer of Brookings, South Dakota, B. P. St. John of Worthington, Minnesota, and Arthur Speltz of Albert Lea, Minnesota, and others.

Are the present methods of grading corn and wheat a benefit to the farmer?

The activities of creameries handling elevator commodities.

Rates of Exchange on drafts covering grain shipped to interior points.

Feed Grinders in Country Elevators, Cost of Installation and Operation.

Reports of committees and election of officers.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Feb. 8-10. Farmers Grain Dealers Ass'n of Illinois, St. Nicholas Hotel, Springfield, Ill.

Feb. 9. Tri-State Country Grain Shippers Ass'n Tenth Annual Convention at New Nicollett Hotel, Minneapolis, Minn.

Feb. 21-22. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

Feb. 21-23. Farmers Grain Dealers Ass'n of Minnesota, West Hotel, Minneapolis, Minn.

Feb. 22-23. Eastern Federation of Feed Merchants mid-winter meeting, Arlington Hotel, Binghamton, N. Y.

Feb. 23-24. Farmers Grain Dealers Ass'n of Indiana, Logansport, Ind.

Feb. 28-29, Mar. 1. Farmers' Grain Dealers' Ass'n of North Dakota, Grand Pacific Hotel, Bismarck, No. Dak.

Mar. 20-22. Farmers Co-op. Grain Dealers Ass'n of Kansas, Dodge City, Kan.

May 24-26. American Feed Manufacturers Ass'n Twentieth Annual Convention, West Baden Springs Hotel, West Baden, Ind.

May 29-30. Pacific States Seedsmen's Ass'n annual convention, Portland, Ore.

May —. Kansas Grain Dealers Ass'n, Dodge City, Kan.

June 26-27. Farm Seed Ass'n of North America, Stevens Hotel, Chicago, Ill.

June 27-29. American Seed Trade Ass'n Annual Convention, Stevens Hotel, Chicago, Ill.

June —. Farmers Managers Ass'n of Nebraska, mid-summer meeting, Omaha, Nebr.

Aug. 20-22. National Hay Ass'n Annual Convention, Fort Wayne, Ind.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.



## New Bills to Retain Equalization Tax?

Believing that the farm relief bills can be enacted over a veto by Pres. Coolidge the American Farm Bureau Federation, thru its Washington representative, Chester Gray, served notice Jan. 19 that on the house agriculture com'te that the farm organizations would oppose any relief bill which does not contain the equalization tax. The com'te, however, is expected to report favorably only on a bill without the equalization fee.

S. 1754, introduced by Wm. E. Bcrah, by request, requires the government to subscribe \$1,000,000,000 to a corporation to be created, prescribes an annual sales tax to be collected on each bushel of grain by the internal revenue department to reimburse the government, empowers the corporation to operate grain elevators and make contracts for milling, and to make loans to any concern or farmer except dealers. The corporation is to purchase the surplus crops of farmers or organizations who have heeded its instructions as to decreasing or increasing acreage. The bill would not take effect until "the end of the crop-growing season of the second year following December next after the passage of this act," as to wheat, corn, oats, rye, rice or flax. The corporation would license commission merchants and fix their rates of commission.

Since the publication of the list of new bills on page 33 of last number the following new bills have been introduced:

S. 2533, by Shipstead, to repeal the U. S. Grain Standards Act.

H. R. 9027, by Graham, to protect commerce against bribery.

H. R. 6681, by Sanders, to prevent the sale of cotton in future markets.

H. R. 8839, by Jones, to prevent the sale of cotton and grain in future markets.

H. R. 8828, by Blanton, to prevent gambling in futures of grain, cotton, wool, mohair.

H. R. 7739, by Lankford, to establish a federal farm board to aid in orderly marketing.

S. 1988, by Sheppard, forbidding forecasts of future cotton prices by Government officials.

H. R. 7940, by Haugen, to establish a federal farm board to aid in the disposition of surpluses.

H. R. 9040, by Perkins, to establish weight standards for mill products and all commercial feedingstuffs.

H. R. 6972, by Christopherson, to create the American stabilizing commission to purchase the surplus of farm products.

H. R. 9193, by Shallenberger, to prohibit the collection of a surcharge in connection with sleeping car accommodations.

H. R. 7185, by Blanton, is his second bill to prohibit gambling in future cotton and grain, sales to be limited to actual owners.

H. R. 7942, by McKeown, for an appropriation of \$300,000 for the purchase of seed of cotton, kafir, milo, etc., for relief of flood-stricken farmers in Oklahoma.

S. 2508, by Trammell, providing that freight, express and passenger rates shall not be increased without authority of the Interstate Commerce Commission, and that shippers shall have 60 days' notice of hearings on applications to increase rates.

H. R. 9278, by Aswell, instead of an equalization tax, provides for a government appropriation of \$400,000,000, of which \$250,000,000 is to pay losses, and \$150,000,000 for loans to cooperative ass'ns only. The bill otherwise resembles the McNary-Haugen.

## Price Forecasting Before House Com'te.

The House Com'te on Agriculture Jan. 14 had under consideration H. R. 7215, a bill by McDuffie of Alabama to prohibit government officials from predicting future prices of cotton and other crops.

Mr. McDuffie said great loss to producers had resulted from the lower price forecast of Sept. 15.

Jones of Texas said predictions of lower prices would cost producers too great a loss.

Oliver of Alabama and Bankhead of the same state spoke for McDuffie's bill.

Garber of Enid, and Swank of Norman, Okla., desired the bill to be unchanged so that no predictions of future wheat prices would be made.

Lloyd S. Tenny, chief of the Bureau of Agricultural Economics, could bring nothing to support the policy of forecasting prices. He asserted and declared his own convictions that his work was indispensable to the farmer: "A farmer can gauge neither how much to plant nor when to sell unless proper information is forecast for him by the department." How strange it is that the farmer's greatest period of prosperity was before such a thing as the Bureau of Agricultural Economics was created.

Tenny claimed that the Department of Agriculture "has a formula founded on basic laws of supply and demand which interprets and permits forecasts as to price."

When Rep. Knicheloe of Madisonville, Ky., objected to interpretation of data into terms of price by government officials, suggesting that the Department give only the facts and let the producer make his own determination, Mr. Tenny was forced to admit the farmers place no value on his work, saying "Speculators make use of such facts in guiding their activities, but the farmer seems to have neither the time nor inclination to do so. Our facts reach him forcefully only as price forecasts." He said cotton was bound to come down because speculation had forced it too high. This admission from the chief of the Bureau should be gratifying as showing speculators to be the real friends of the producers, in raising prices and furnishing him his market.

Regretfully Mr. Tenny admitted to the Com'te that by order of Sec'y Jardine the Department could no longer issue predictions as to future prices of cotton.

Mr. McDuffie's bill was referred to legislative counsel for consideration.

## Lower Prices Forecasted by Kansas Official.

Lower wheat prices during the next 30 or 40 days are suggested by a number of facts. In only 14 of 35 years has the February price of top No. 2 hard winter wheat at Kansas City been higher than the January price. In only five of these 14 years has the February advance been more than 2 cents a bushel. Judging by the course of prices to date, a season's average price of \$1.64 to \$1.65 for top No. 2 hard winter wheat at Kansas City is a reasonable exception. Low quality No. 2 winter wheat is in a much weaker position as it is about 30 to 40 cents a bushel less than top No. 2 most of the time.

In only five of the 21 years in which the price has followed the course it did last fall has the February price of top No. 2 hard winter wheat at Kansas City been above the season's average price. On the other hand, when the fall price has been stronger than it was last fall, the February price has been above the season's average price nine out of 13 years. This indicates that February, 1928, has much less than an average chance for any material advance.

A good crop of wheat in Argentina and a fair crop in Australia also argue against any material February advance. Prices have advanced in February only six years in 17 when Argentine and Australian crops were large as against 10 years in 13 when the combined crops of these two countries were small.

Some further moderate declines in corn prices during the next 30 days are suggested by a number of influences. Visible supply of corn this year did not start to increase until about Dec. 12. Last year old corn movement resulted in the visible starting to increase in size about Oct. 24. There is some reason to believe, therefore, that with a crop larger than last year an increasing visible supply the next 30 days will have some depressing influence. Kansas City stocks of corn have been growing larger than a year ago since Dec. 9 and are now more than twice as large as at the same time last year.—From Extension Service of Kansas State Agricultural College.

## Colorado Grain Dealers Meet.

The Colorado Grain Dealers Ass'n held its annual convention at the Manhattan Hotel, Denver, Colo., on Jan. 16. Well over a hundred attended the one-day meet, with many shippers from Western Nebraska.

GLENN MORRIS, Sterling, Colo., pres., called the first session to order in the forenoon.

H. M. WELSH, Sterling, Colo., sec'y, and Robert Lowe, Sidney, Neb., vice-president, gave their annual reports.

N. A. ANDERSON, president of the Denver Grain Exchange, gave the welcoming address.

CHARLES QUINN, Toledo, O., sec'y of the Grain Dealers National Ass'n, was the principal out-of-state speaker. His talk dealt with the legislative situation in relation to farm bills now pending before Congress.

H. G. MUNDHENK, sec'y of the Denver Grain Exchange, presented a compilation of the value of the crops raised in Colorado. He said:

The total valuation of about 40 crops in Colorado in 1927 is estimated at \$129,503,000, an increase of \$10,272,000 over 1926. Both spring and winter wheat made gains in production and value. The production of winter wheat was 16,633,000 bus., against 14,484,000 bus. in 1926, and valued at \$16,803,000. Last year's value is estimated at \$15,645,000. Spring wheat made 5,994,000 bus. in 1927, compared to 3,968,000 last year and had a valuation of \$5,994,000, with good prices prevailing thruout the season. Approximately 75 per cent of this crop has reached the market at this time. Corn showed the greatest increase of all in production and value. This year's crop is placed at \$15,515,000, as compared with \$7,435,000 last year. The bean crop has placed the state third in the United States in acreage and production, subordinate only to Michigan and California. The value of the Colorado 1927 crop of 2,119,000 bushels is placed at \$4,261,000, as compared with the 1,086,000 bushel crop of 1926, valued at \$2,940,000. Barley production increased 100 per cent and oats increased 25 per cent. A slight decrease was shown in rye production, which is the least important of all grain crops. Hay totaled 2,646,000 tons last year, a slight decrease under the 1926 crop. The beet sugar crop also made gratifying increases.

The reason for the heavy increase in farm production and in the average yield per acre is that better farming methods, more intensive cultivation and scientific selection of seeds, combined with an unusual amount of rainfall during all the growing months.

NEW OFFICERS for the current year, elected at this meeting, are: George Maag, Wray, pres.; Paul Reimer, Holyoke, vice-pres.; and Joe Hall, Akron, sec'y-treas.

ANNUAL MEETINGS will hereafter be held on the second Saturday in June each year, instead of in January.

CLYDE WILLIAMS, Denver, was toastmaster at the banquet and entertainment given all visiting grain dealers by the Denver Grain exchange in the headquarters hotel.

About 63 per cent of the world production of corn is raised in the United States. Argentina is second with approximately six per cent. Every state in the Union produces corn, but 66 per cent of the total corn crop of this country comes from the so-called "corn-belt" which comprises the states of Iowa, Illinois, Nebraska, Missouri, Indiana, Minnesota, Ohio, Kansas and South Dakota.

Germany.—Approximately 70 per cent of all German grain is handled from the farm to the various granaries, elevators and storage places in sacks, and the remaining 30 per cent, of which a fair percentage is exported, is handled in bulk, states a report from James T. Scott, American Trade Commissioner at Hamburg. In addition to the various elevators at Germany's most important ports there are a large number of granaries, stationary elevators and grain warehouses all over the country, but particularly along the main river system of Germany. In this respect the Rhine is well supplied with grain-handling equipment. In these granaries and warehouses it is understood that all grain is, handled in bulk, as it is only for purpose of transport from farm to the various storage places that sacks are used.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Trucks for Grain Dealers.

*Grain Dealers Journal:* Your issue of November 25 last and again of December 10, wherein Sec'y Shorthill of the Farmers Elevator Ass'n of Nebraska advocates the use of trucks by grain dealers, advances an idea well worthy of the attention of every progressive operator of a country elevator. He is surely right when he states that if the truck is hired by the elevator operator the elevator is pretty sure to get the grain, whereas if somebody else's truck is used the elevator owner has no control over the grain that is hauled.

Out in the big wheat ranching districts of our western states it is of course impossible for the elevator operator to supply trucks for hauling during the busy season. It would require too heavy an investment and the trucks would be kept busy too short a time. Besides this country is already supplied by truckers that come in from every part of the country for the wheat hauling season and compete so strenuously against each other with price wars and other means that it would be impossible for a grain dealer to meet their figures as they operate their own trucks.

This condition, however, has not developed in the more diversified districts, where the grain dealer has met the changing conditions with changes in his own business. Here he can use a truck or two to good advantage. During the grain hauling season he can send trucks out into the country to haul grain to his elevator, at a charge of course. When the truck is not thus employed it can be used to make local delivery of feeds or coal or other sidelines which the dealer is handling.

Some evidence that the busy farmers would welcome such service is manifest thru a few scattered cases in central grain producing states. A number of local truck men have made a good living by driving out thru the country and buying grain direct from the farmer at a price sufficiently low that they can load it on their truck, deliver it to the local elevator, and resell it at a handsome profit. Making a specialty of this business they transfer grain at a rate so low the busy producer feels it is cheaper to use their service than to deliver the grain himself.

The advent of hard roads thru the central west developed a condition whereby the producers' grain may be carried many miles if necessary to a favorable bid. Many progressive grain dealers in Ohio, Indiana, Illinois and Iowa, appreciating this condition, made the move suggested by Sec'y Shorthill and the past couple of years have proven it advantageous.

The idea of the country grain dealer giving his patrons a trucking service is still in its infancy. It is bound to grow and spread and the pioneers in the field will be the ones to reap the profits.—Harry Browne.

### Sidelines and the Grain Dealer.

*Grain Dealers Journal:* Not long ago I read an article in one of the leading weeklies referring to the return of the general store. It remarked that drug stores are no longer purveyors of medicine alone, that nearly all of them have soda fountains, sandwich stands, cigar cases, toilet accessories, novelties, and an imposing list of other items such as alarm clocks, magazines, sporting goods, fountain pens and stationery, handled in a greater or less degree. The prescriptions and patent medicines are confined to a small department in the store's general activities.

The tendency to handle anything on which a profit may be made is growing by leaps and bounds in every line. In the past two years exclusive men's shoe stores have added lines of women's hosiery as well as men's. Grocery chain stores have taken on bar and bulk candies, crockery, glassware, meats, etc. Automobile accessories and radios are now sold at filling stations. Retail hardware stores handle furniture and home furnishings. Lumber dealers have extended their activities to include glass, paint, varnish, brushes, building accessories, hardware, builders supplies, cement, coal, etc.

This is similarly true of the grain business. The decrease in grain production following the War left many elevators that were built to meet wartime conditions, high and dry. The constant struggle for sufficient volume on the part of elevators in restricted territory, and the development of good roads, led to many concessions which further reduced their profits.

In an effort to stay in business many elevators that had previously devoted their entire efforts to handling grain were forced to take on natural side lines. From coal, field seeds, commercial feeds, salt and similar staple items they commenced doing feed grinding, handling tankage, fertilizer, hardware, machinery, fencing, stock remedies, patent feeders and waterers and numerous other lines. In a few scattered instances the grain elevator became the sideline, principally used as a means of collection in a credit community.

The industrial field has found it necessary to follow similar tactics. Today the manufacturers of seasonal products are turning to other than their regular items as a source of revenue and a means of keeping their working forces intact during the dull season.

The change is here. The condition is too general to be just temporary. Like hand-to-mouth buying it has come to stay and be reckoned with. The up-to-date country grain merchant will not overlook the possibilities in broadening his field of service. The present day farmer has good transportation at his command and is in a position to demand service which should be accorded him.—G. M. Stansbury.

Decreasing cotton acreage was discussed by a recent conference of cotton growers, held under the auspices of the American Cotton Ass'n in New Orleans this month. Preventing over-production and holding the surplus are proposed measures to stabilize and later increase prices.

### Oats in Strong Position.

The Oct. 1 estimate of oats production was 1,206,000,000 bus., compared with the final estimate of 1,250,000,000 bus. in 1926; and the Dec. 19 estimate was 1,195,000,000 bus., throwing 1927 into the small crop years.

Stocks of oats on farms was 61,000,000 bus. on Aug. 1, against 108,000,000 bus. on the corresponding date of 1926.

The visible supply of oats on Jan. 18 was reported to be 20,500,000 bus., against 45,900,000 bus. a year ago.

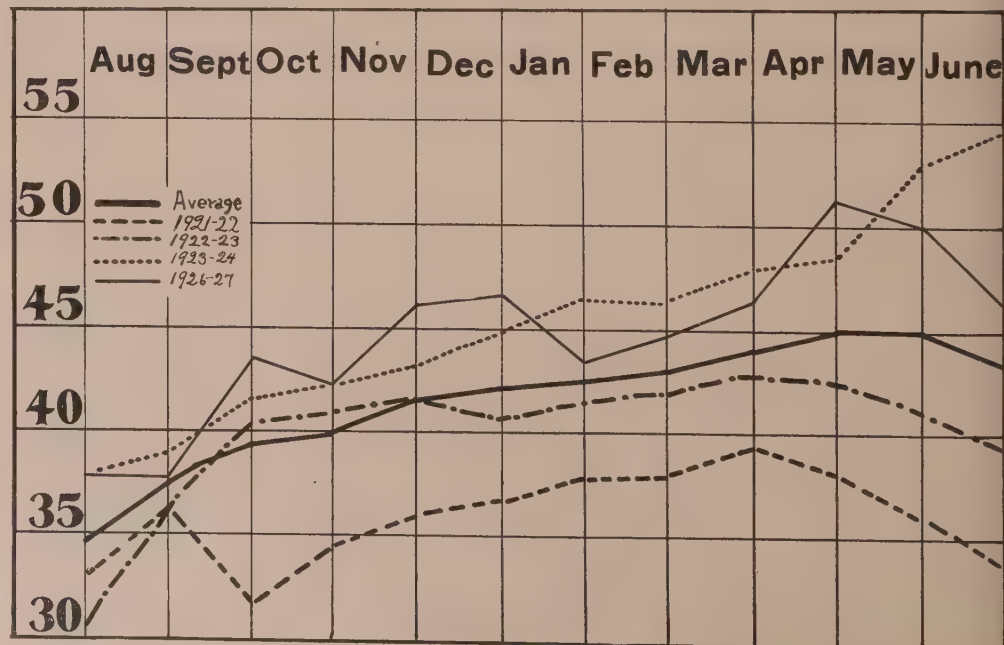
Heavy oats are selling at Minneapolis as high as 75 cents per bushel. Supplies of red oats in the Southeast are becoming exhausted. Current receipts at terminals are going into consumption instead of piling up in the visible.

In recognition of their strong position in the market oats have advanced in price during the past three months over 10 cents per bushel. Those friendly to oats believe that the grain will not reach its highest price until April or May. In April farmers market about 5 per cent of the crop, against 19 per cent marketed in the month of August.

In the chart herewith the U. S. Dept. of Agriculture gives the trend of oats prices in the small crop years, 1921, 1922, 1924 and 1926, the heavy solid black line being an average of the four different seasons, showing the trend to be definitely upward until May.

It is usually the case that crop shortages are discounted in advance by an early advance in the price; and that the advance culminates before the shortage is most acute. The top is reached when 11th hour buyers come into the market to compete with those who have been holding for months, such belated buying being stimulated by general dissemination of knowledge that the crop was short. Close observers believe that the public is long considerable oats at the present time. Just as corn supplanted wheat as the active future in the grain pits since last summer it is expected that oats in their turn will soon become very active. On the advance to the high price of the season in December to above 57 cents there was heavy profit-taking, followed by a reaction to 54 cents for the May delivery.

Wheat has had one or two weak spells lately as well as strong ones, but the trade in futures is probably the lightest ever known, due partly to the fact that the general public isn't interested to any extent and there is no hedging by millers. Even the Canadian pool isn't supposed to be doing any in Chicago or very much in Winnipeg.—J. F. Zahm & Co.



Trend of Oats Prices in Small Crop Years. Adjusted to Present Price Level.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Springfield, Ill., Jan. 18.—Some corn is still out. Wheat reports vary; late wheat has probably been hurt in some areas.—Clarence J. Root, meteorologist.

Media, Ill., Jan. 21.—Corn crop was very light and of poor quality. Feeders are taking what is for sale. The oats crop was light, but of fair quality, being fed mostly.—H. O. White & Son.

Galesburg, Ill., Jan. 19.—There will not be much grain to handle around here this spring as the oats and wheat are about all planted and the corn was not a good crop either from the standpoint of yield or quality.—Farmers Elevtr. Co.

Purcell, Okla., Jan. 23.—We are again needing grain in all of the western part of Oklahoma, and while considerable wheat has not shown above the ground and some that has come thru looks very brown, we can still make a good wheat crop if we get sufficient rain in the next few months.—F. G. Olson, Oklahoma Terminal Elevtr. Co.

## Final Canadian Government Crop Report.

Ottawa, Ont., Jan. 25.—The statistical dept. of the Dominion Government in its report today gave the wheat crop for 1927 as the second largest on record. Following are the details in thousands of bushels, 000 omitted:

## All Canada.

	Final, 1927.	Prelim. 1927.	Final, 1926.
Wheat	440,025	444,282	409,811
Oats	439,713	452,421	383,419
Rye	14,951	16,070	12,114
Barley	96,938	98,242	99,684
Flaxseed	4,885	4,735	5,948

## Prairie Provinces.

	Final, 1927.	Prelim. 1927.	Final, 1926.
Wheat	414,919	418,992	380,765
Oats	269,453	285,430	220,450
Rye	13,287	14,318	10,391
Barley	75,846	78,268	81,917
Flaxseed	4,773	4,624	5,878

Roumania: Standardization of grain grades is a measure now under preparation by the Minister of Agriculture of Roumania. Inspection at ports and supervision at inland points are incorporated within the plans.

## March Future Trading Crowned with Success.

Trading in the March delivery of grain on the Chicago Board of Trade had been practically nil ever since the Board was organized, until James E. Bennett initiated a movement to create more activity in the March future in order to offer a more satisfactory hedge to cash handlers of corn, wheat and oats.

In all these years active interest in the futures had customarily been transferred from December to May delivery, altho the machinery existed and there were a few actual trades in the intervening month of March. There was no argument against trading in March delivery. Whatever could be said was in favor of March trading, only it had not been done.

The remarkable success that has attended the inauguration of Mr. Bennett's constructive thought may be gathered from a consideration of the dry statistics of future trading. Trading in the March futures of wheat, corn, oats and rye since it began in August up to Jan. 1, 1928, aggregated 765,799,000 bus., which is astonishing when we consider that 1927 was not a particularly active season for speculation in futures on the Board. The table following shows the trading in the March delivery for each month, 000 omitted:

From August 1 to December 31, 1927.

	Wheat.	Corn.	Oats.	Rye.
August	28,795	30,780	9,308	2,474
September	68,657	113,848	14,757	6,061
October	70,405	97,516	10,244	7,459
November	47,207	63,015	9,863	8,696
December	48,502	108,938	12,919	6,350

\*000 omitted.

Every day during the past week the March future of corn has covered a wider daily range, in an otherwise dull market, than the May future, not because traders are afraid of the near approach of delivery day but because the March is more responsive to the cash situation.

Buyers of the March future will find their holdings in a more favorable position on the opening of navigation, since they will get delivery of the warehouse certificates before the boats leave. If they do not choose to load out the corn they can readily place a hedge in the May.

Many other advantages accrue from more frequent deliveries on contracts; and Mr. Bennett believes it would help the market to have active deliveries every 60 days.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Madison, S. D., Jan. 21.—We have shipped since July 1 249 cars of grain. Corn is only about ½ a crop.—H. M. McGowan, mgr., Farmers Elevtr. Co.

Vancouver, B. C., Jan. 10.—Grain shipped from the port of Vancouver in 1927 was 43,397,192 bus., compared to 44,439,738 bus. in 1926.—Merchants Exchange.

Stockwell, Ind., Jan. 23.—Scarcely any corn moving, very poor quality. Feeders buying about all that is offered. Wheat is badly damaged by the severely cold weather.—Chas. S. Anderson.

Spokane, Wash., Jan. 14.—The flour output in Spokane mills in 1927 was from 15 to 20% greater than for the previous year. A total of 751,300 bbls. of flour was manufactured by Spokane's three milling companies during the past year.

Indianapolis, Ind.—New corn is still arriving full of water. Up to Jan. 1st, 60% of our corn receipts graded sample with an average moisture content of 23.8%. The average weight was 48 lbs., the average damage 4%.—S. A. Holder, Chief Inspector.

Portland, Ore., Jan. 10.—Receipts during the month of December, compared with December, 1926, in bus., were: Wheat, 4,013,600-2,992,800; corn, 269,000-202,500; oats, 152,500-105,000; rye, 6,000-4,500; barley, 14,400-36,800. Shipments similarly compared were: Wheat, 2,741,824-2,434,267; oats, 6,252-13,058; barley, 4,660-....

Philadelphia, Pa., Jan. 10.—Receipts for the month of December compared with those of December, 1926, in bus., were as follows: Wheat, 2,776,842-4,697,457; corn, 74,548-18,588; oats, 106,817-117,960; rye, 128,983-157,730; barley, 546,265-622,490. Shipments similarly compared were: Wheat, 871,249-6,189,049; corn, 27,830-....; oats, 12,729-....; rye, 138,943-116,917; barley, 543,406-569,829.

## Program Minnesota Farmers Elevator Ass'n.

The program of the Farmers Elevator Ass'n of Minnesota for its twenty-first annual convention to be held in the West Hotel, Minneapolis, Minn., on Feb. 21, 22 and 23, as tentatively arranged, is as follows:

## Tuesday Morning.

Address of Welcome, Mayor Leach, Minneapolis.

Response, H. J. Farmer, president, Pipestone, Minn.

## Tuesday Afternoon.

Sec'y's Report, A. F. Nelson, Benson, Minn.

"The Storage Bond," Hon. R. W. Keeler, Chokio, Minn.

"Termination of Storage," J. T. Probstfield, warehouse superintendent, Minneapolis.

## Wednesday Morning.

"Relation of Manager to the Board of Directors," F. S. Betz, Chicago.

"Some Manager's Problems," R. J. Gebhard, Truman, Minn.

## Wednesday Afternoon.

Continuation of unfinished discussion from morning session.

"The Benefit of the Shipping Weight Card," P. P. Quist, state weighmaster.

"Some Major Problems of Farmers' Elevators," W. J. Kuhrt, Washington, D. C.

## Thursday Afternoon.

Business session.

Resolution Com'te's report.

Auditing Com'te's report.

Election of officers.

## Thursday Evening.

Banquet by Minneapolis Grain Commission Merchants at Nicollet Hotel.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

## WHEAT

	Jan. 10.	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 23.	Jan. 24.
Chicago	129 3/4	130 1/4	129 3/4	130 1/4	130 1/4	130 1/4	130 5/8	130 1/4	130 1/4	131 1/4	131 1/4	131 1/4	130 7/8
Kansas City	123 3/4	124 1/4	124 3/4	124 3/4	124 3/4	124 3/4	125 1/4	124 3/4	124 3/4	126 3/4	126 3/4	125 3/4	125 1/4
St. Louis (hard winter)	130 1/4	131 1/4	130 3/4	131 1/4	131 1/4	131 1/4	131 1/4	131 1/4	131 1/4	133 1/4	132 3/4	132 1/4	132 1/4
Minneapolis	126 1/4	127 1/4	127 1/4	127 1/4	127 1/4	127 1/4	127 1/4	127 1/4	127 1/4	128 1/4	128 1/4	127 1/4	127 1/4
Duluth (durum)	119 3/4	120 3/4	120 3/4	121 1/4	121 1/4	121 1/4	122 1/4	122 1/4	122 1/4	123 1/4	122 1/4	121 1/4	121 1/4
Winnipeg	135 1/4	135 1/4	135 1/4	136 1/4	136 1/4	135 1/4	135 1/4	135 1/4	136 1/4	137 1/4	136 1/4	136 1/4	135 1/4
Milwaukee	129 3/4	130 1/4	129 3/4	130 1/4	130 1/4	130 1/4	130 1/4	130 1/4	130 1/4	131 1/4	131 1/4	131 1/4	.....

## CORN

	Jan. 10.	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 23.	Jan. 24.
Chicago	90 1/4	91 1/4	92 1/4	92 1/4	91 3/4	92 1/4	93 1/4	92 3/4	92	92	91 1/4	91 1/4	91 3/4
Kansas City	83 1/4	84	85	84 3/4	84 3/4	85 1/4	86	85 3/4	85 1/4	84 3/4	84 3/4	84 3/4	84 3/4
St. Louis	90 1/4	91 1/4	92 1/4	92 3/4	91 3/4	93	93 3/4	93 3/4	92 3/4	92 1/4	91 3/4	91 3/4	92 1/4
Milwaukee	90 3/4	91 1/4	92	92 1/4	91 3/4	92 3/4	93 3/4	92 3/4	92	92 1/4	91 1/4	91 1/4	.....

## OATS

	Jan. 10.	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 23.	Jan. 24.
Chicago	54 1/2	55 1/8	55 1/4	55 1/2	55 1/2	56 1/4	56 1/4	56 1/4	56 1/2	56 1/4	56 1/4	56	55 3/4
Minneapolis	51 3/4	52	52 1/2	52 1/4	52 1/4	52 3/4	53	52 3/4	52 3/4	52 3/4	52 3/4	52 3/4	52 1/2
Winnipeg	63 3/4	64	64 3/4	64 3/4	64 3/4	64 3/4	64 3/4	64 3/4	64 1/2	64 3/4	64 3/4	64 1/4	64 1/4
Milwaukee	54 1/2	55 1/8	55 3/4	55 1/2	55 3/4	56 1/4	56 3/4	56 1/4	56	56 3/4	56 3/4	56 1/4	.....

## RYE

	Jan. 10.	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 23.	Jan. 24.
Chicago	107 3/4	109	108 3/4	109 1/4	109	108 1/2	109	108 1/2	109 3/4	110 3/4	110 3/4	110 1/4	109 3/4
Minneapolis	102	102 1/4	102 1/2	103 1/4	103	102 3/4	103 1/4	102 3/4	103 1/4	104 1/4	104	104	103 1/4
Duluth	104	104 1/4	104 1/4	105 1/4	105 1/4	105	105 3/4	105 3/4	106 3/4	107 3/4	107 1/4	107 1/4	106 3/4
Winnipeg	106 3/4	107 1/2	107 3/4	108	108 3/4	107 1/2	107 3/4	108 1/2	107 3/4	109 3/4	109 3/4	109 3/4	109 3/4

## BARLEY

	Jan. 10.	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 23.	Jan. 24.
Minneapolis	80 3/4	80 3/4	80 3/4	80 3/4	80 1/4	80 3/4	80 3/4	81 3/4	82	82 3/4	82 3/4	81 5/8	81
Winnipeg	86 3/4	87 1/2	88	88 3/4	88 3/4	88	88 3/4	88 3/4	89 3/4	89 3/4	89 3/4	88 3/4	88 1/4



## Why Grain Is Inspected Upon Arrival in Galveston.

It is fortunate indeed for the grain shippers of the land that whenever conditions become so unbearable that all are forced by their common interests to join in protest for a campaign for relief something is done summarily. Recently Sec'y Dorsey of the Texas Grain Dealers Ass'n has been reveling in a historical sketch of the various helpful activities of the State Ass'n and we must say that that Association has accomplished wonders for its membership.

According to the Secretary one of the most helpful things the Association has done for the shippers was to secure a change in the rules governing the inspection of grain at Galveston on export grain shipments. For many years grain for export was not inspected until it was sent to the elevator for unloading. This of course prolonged unnecessarily the term for which shipper was responsible for the condition of his grain. The excessive humid atmosphere of Galveston combined with the hazards of gulf storms has often prolonged the responsibility of the shipper to his own great loss and to the advantage of buyers of the export grain.

An appeal to the Galveston Board of Trade resulted in its pointing its finger at New Orleans and claiming that competition forced it to give the same protection to exporters as prevailed in the Crescent city. By calling the attention of the general manager of the Santa Fe to the Railroad's increased liability for the delay in inspecting arrivals of grain for export the assistance of all grain carrying roads entering Galveston was immediately secured and a general meeting was called of the exporters, the railroad managers and the grain shippers. The champions of the Galveston exporters opposed any change in the rule, but when they were advised that the railroads proposed to inspect all grain upon arrival at Galveston the opposition wilted.

A committee was sent to New Orleans to learn first hand the practice in regard to inspecting grain on arrival at that port with the result that the committee reported all grain inspected immediately upon arrival so Galveston was forced to change its inspection rule

and deal more fairly with the interests of shippers selling grain for export via that port. This of course was a splendid victory for the State Ass'n which always has and still continues to do helpful work in the cause of fair dealing in that state. It merits now more than ever the enthusiastic support of every active grain dealer of the state.

**Poland:** The Polish import prohibitions on wheat and wheat flour, which were effective from Dec. 4 to Dec. 31, 1927, will remain in effect thruout the months of January and February, states a cablegram from R. H. Allen, Commercial Attache at Warsaw. The decree by which these import prohibitions were first imposed authorized the minister of finance, in agreement with the minister of industry and trade, to permit the importation of certain quantities of wheat and flour.

## Attracting New Industries.

A warning to communities to exercise careful discrimination in seeking to attract new industries was sounded by E. W. McCullough, manager of the Department of Manufacture of the Chamber of Commerce of the United States, in an address before the New Castle Chamber of Commerce.

Mr. McCullough suggested that a community should make a thorough study of its resources and advantages before seeking to acquire new industries. A local industrial survey, he said, would prove helpful in enlightening a prospective manufacturer as to his chance for success.

"It is equally important," he continued, "that a community investigate prospects, especially as to their character, solvency and managerial ability, because the community will be called upon to extend them credit and other assistance. Their failure after locating in the community would undoubtedly prove a serious setback to all concerned. A careful inquiry should be made into the marketability of what the prospect intends to produce. Is it a live or declining product, and what is its future? Still further, will the class of labor it requires advance or retard the progress of the community?"

## New Name for Old Chicago Commission House.

Doern-Scarritt-Hannah Co. on Dec. 31 succeeded the Pope & Eckhardt Co., one of the oldest grain receiving houses at Chicago.

The original firm of Pope & Davis was established in 1867, and later followed by Pope & Lewis, who were succeeded by the Pope & Eckhardt Co., incorporated in 1895.

Wm. N. Eckhardt decided to retire from the company after more than 53 years of activity with the corporation, tho retaining his membership in the Board of Trade of which he has been a member since 1880. For many years Mr. Eckhardt has had associated with him Edwin A. Doern, Chas. E. Scarritt and Gordon Hannah, who compose the new firm, and will continue the business as heretofore.

Mr. Doern, pres. of the new company, began his grain career in 1890 with the old firm of Carl C. Moeller & Co., going with the Pope & Eckhardt Co. in 1900, and holding the office of sec'y for many years. He has had charge of the selling of wheat, corn, rye and barley on the floor of 'Change. He has been active in Board of Trade affairs. He was a director for 6 years, a member of the transportation com'te for 15 years and chairman for 8 years. He has served on the arbitration and appeals com'tes, and is chairman of the executive com'te and the market report com'te. He has just completed a term as vice pres. of the Board of Trade.

Mr. Scarritt began in the insurance business, but formed a connection with the Pope & Eckhardt Co. in 1903. He handles the sales of oats for the company on the Exchange floor.

Mr. Hannah came from Virginia to join the old firm of Carrington, Hannah & Co., of which his brother was a member. For seven years he was located at Cairo, Ill., in charge of the Southern business passing thru that gateway for the firm. In 1903 he resigned to form a connection with the Pope & Eckhardt Co., as representative in Illinois, and during these many years has formed many warm friendships with the grain dealers thruout the state. He has been a familiar figure at the conventions of the trade.



Photo by Moffett.

Edwin A. Doern.



Photo by Moffett.

Chas. E. Scarritt.



Photo by Moffett.

Gordon Hannah.



# Indiana Grain Dealers Discuss Important Trade Problems

Springlike weather and open highways encouraged a big turn-out of Indiana dealers for the 27th annual convention of the Indiana Grain Dealers Ass'n, held in the Board of Trade at Indianapolis on January 12 and 13. All sessions were conducted in the Board of Trade Library. The morning of the first day was left open for registration and visiting. By noon the halls were filled and over 200 were already listed on the books of the registrar.

## Thursday Afternoon Session.

Opening of the first session at 1:30 p. m. with Pres. Walter M. Moore, Covington, in the chair, found every available seat in the Library occupied and delegates standing.

Invocation was pronounced by the Rev. Wm. F. Rothenberger, pastor of the Third Christian Church in Indianapolis.

PROF. G. I. CHRISTIE, Foreign Investigations Department of Purdue University, preceded the usual welcoming addresses and responses, because developments at the University made it necessary for him to return before evening in order to take care of a meeting of farmers. He discussed the European corn borer, saying:

## Corn Borer Campaign.

We are deeply interested in the European corn borer campaign. You as grain dealers concerned with handling the farmers grain and with the farmer having grain for you to handle, are just as interested.

Indiana is largely corn country and the inroads of the borer on the Indiana crop, if it is permitted to develop unchecked, could considerably damage the grain dealers business. Those who have remarked that if we don't have a better crop soon there will be nothing for the borer to work on and no need for the dealers' handling facilities.

The campaign against the borer in Indiana was started a year ago. A very small section in the state had become infested. Aid was given states in the quarantined area with \$10,000,000 appropriation granted by Congress.

This appropriation was used in purchasing clean-up machinery, and paying the farmer the costs of cleaning his fields thoroly so as to discourage further development and spread of the pest.

It was by no means easy to convince Congress it should aid the borer campaign with a federal appropriation. It took considerable hard work. From the federal standpoint it was an easy matter for the Department of Agriculture to send out a bulletin telling the farmers and other interested parties how to go about obtaining control of the insect. This, however, was not sufficient. A campaign was needed to show the farmers just how it should be done, and persuade every farmer to clean his farm. In borer control it does no good for one farmer to keep his fields clean, if his neighbor makes no effort to do likewise.

Immediately upon entering the campaign we began to learn that in spite of agricultural bulletins and farm publicity, very few farmers knew how to plow their fields so as to cover all stalks. Methods followed covered them so lightly that they easily became exposed in the process of further preparation. Work became undone again. This was one of the difficult points about the campaign.

With the aid of the appropriation we were enabled to go out and teach the farmers how properly to clean their fields and were enabled to pay them the costs of the effort. As a consequence the borer has decreased in numbers thru the heavy quarantined sections of Ohio.

Lack of a sufficiently broad survey, however, has permitted the borer to spread and this year we have been forced to add considerable new territory to the quarantined area. Restrictive efforts are required in full measure to combat infection of more new country.

The federal government gave an appropriation last year and considerable clean-up machinery was purchased. Now the government wants to leave further efforts to the states. This is impossible. It would unjustly call a halt to the control efforts.

When the appropriation was passed it was with the understanding that the states in the infected area would pass legislation providing authority to execute the campaign completely.

This was done by Indiana, Michigan, Ohio, New York, Pennsylvania and seven other states comprising the U. S. quarantined area. The states were and are ready to co-operate.

This year the state legislature of Indiana and of some of these other states, does not meet. Operations will be tied up for an entire year at least unless the federal government provides means for continuing the campaign.

It is unnecessary to tell you of the damage the borer has accomplished in the corn districts of Ontario, or of the 20 to 30 per cent commercial loss it has accomplished in Ohio, or of the ruined fields in Michigan. Indiana is not so far suffering commercial loss. But every borer killed now is one less to spread and further infect corn fields. We would not be doing our duty to the farmers and citizens of our state if we waited until commercial harm is done.

Last summer I visited the European corn belt which stretches for miles and miles thru the Danube valley. Years ago before this district had become the corn center it is now, the borer was found in several other crops. Today it exists almost entirely in the corn, because it has found that crop to its liking and favorable to its development.

Europeans have been forced to follow intense control practices. In spite of these their losses will run 10, 20, 30 and 40 per cent. In some cases it runs as high as 60 per cent and we have records of entire fields wiped out.

I am not simply dragging in the ghost. We have made our investigations to obtain as much advance information as possible. As a consequence we are asking the farmers to select a better planting time for their oats, and to clean up their fields. We need another appropriation of \$10,000,000 for the furtherance of the campaign. Talking alone does not seem to do much good and stronger measures must be taken with the authority of law.

Last year six weeks of wet weather made it impossible for the farmer to help himself. Purdue University set out to conduct experiments with various corn planting times. But the season was so backward that when we got thru we found all the corn had been planted at the same time—unusually late.

Dean Curtis and myself have raised \$100,000 for borer control efforts. Last summer we were in Europe and went to the Pasuer Laboratories, where we hired 35 scientists to search for a disease or parasite that would kill the borer. Previously no one had been working on diseases. But past experience with the silk industry of southern France and the peach orchards of Indiana has found this method effective. Eventually we shall find means of control.

ISAAC E. WOODARD, Indianapolis, made the address of welcome on behalf of the Board of Trade, the grain dealers and the city of Indianapolis. He remarked:

## WELCOME TO INDIANAPOLIS.

It doesn't take long to express a good old Hoosier welcome. Folks, you are welcome, you are thrice welcome, first as visitors and friends; second, as shippers to this market; third, as buyers from this market.

Indianapolis is the greatest inland market in the United States depending entirely upon railroads for its receipts and shipments. It is served by 19 railroads, namely seven branches of the Big Four, six branches of the Pennsylvania, two of the Monon, two of the Baltimore and Ohio, one of the Nickle Plate and one of the Illinois Central.

The Indianapolis Board of Trade is a business and civic organization which fathers and houses this grain business. The Board of Trade provides a grain exchange, where buyers and sellers may meet, a well equipped and up-to-date laboratory where the grading is done and a trained force of samplers and inspectors see that both shippers and receivers get an absolutely square deal. Please remember that the Board of Trade neither buys nor sells grain for its own account. It simply provides a market place and enforces what are probably the most rigid rules known in the realm of commerce.

The Indianapolis organization is growing. In witness thereof I offer the following totals of wheat, corn and oats received here during 1927 as compared with 1926, showing a substantial increase:

	1927, bus.	1926, bus.
Wheat	5,285,000	5,045,000
Corn	19,356,000	16,736,000
Oats	9,404,000	8,558,000

Indianapolis is growing. Again let me say "Welcome." We want you to feel at home and to enjoy your stay.

P. E. GOODRICH of Winchester made the response. He referred to Ike Woodard as a Quaker and cracked several bright remarks that set the delegates to laughing, then became serious and said:

## Response to Welcome.

It is with pleasure that I attempt a response to the hearty welcome of our capital. Indianapolis is a great city and we are proud to hold our annual conventions here. We have at times wandered away to some lake or other beauty spot at which to hold our summer meetings, but always return to Indianapolis for the annual gathering.

Our Ass'n was organized just 26 years ago this week. Previous to that time Charles S. Clark of Chicago, editor of the Grain Dealers Journal, had organized a number of district ass'ns in different parts of our state and from them came the call for a meeting to organize a state ass'n. This was held in the old Board of Trade building Jan. 8, 1902.

An organization was perfected, a constitution and by-laws adopted and officers elected. Hon. Eben H. Wolcott being chosen pres and the first board of directors being Chas. B. Riley of Rushville, James W. Sale of Bluffton, J. K. Stack of Muncie, J. C. Gordon of Argos, and Owen Thompson of Kokomo.

Soon after the organization was completed trade rules were promulgated, a thing very necessary to secure the rights of all and to clarify trades between members and non-members.

Twenty-six years ago there was little or no uniformity in grades or practices by the large handlers of grain, and country grain dealers were largely speculators rather than grain merchants. Our state organization sponsored and pushed the creation of the State Railroad Commission, which was originally a mediator between the shipping interests of the state and the railroads. This Commission was later changed to our present Utility Commission and by a decision of the Interstate Commerce Commission, the power to regulate railroads in any important matter was taken from it, but the understanding resulting from the activities of the old state commission is still felt within our state.

One of the most helpful activities of our ass'n has been the Arbitration Com'te which settles disputes between shippers and receivers, whether members or non-members. This has been a valuable service to less than 50 cases have been heard and findings delivered. Our efficient sec'y, Chas. B. Riley, has settled many more differences thru his office without burdening the Arbitration Com'tes.

Our organization had much to do with the organization of the Grain Dealers National Fire Insurance Co., whose general offices are in this city. Two of the first directors of that company are past presidents of the Indiana Grain Dealers Ass'n. There are still two former presidents on its board of directors. This insurance company has saved the grain dealers of Indiana and the nation many thousands of dollars from lower premiums and other valuable assistance rendered grain dealers everywhere.

Change in trade: Since the organization of the Indiana Grain Dealers Ass'n there has been a change in the equipment and personnel of the trade. Then, if an elevator was fitted with a small dump, a fifty bushel hopper scale, a corn sheller and a revolving corn cleaner, it was a splendidly equipped house. Now the grinding equipment in the elevators built within the past three years, will cost more than the entire elevator did then. I know of a grinding plant built as an addition to an elevator in eastern Indiana containing a corn grader, a mixer, a motor driven attrition mill, with six small bins, that cost more to build than two elevators standing on the same ground 20 years ago would sell for.

Competition: One outstanding feature of our Ass'n that we may well be proud of is that at no time have we ever attempted to stifle competition or attempted to fix prices. We have always been interested in a living profit on the business of our members, but our meetings have always been open to the public. Never, to my knowledge, has the question of fixing prices been discussed. We have at all times attempted to assist the membership as a whole. Tho our organization has never had all the grain dealers of the state on its membership roll we have done things that have been a help to all. It is obvious that those who have attended our meetings and contributed to the support of the organization have received the most benefits and justly so.

Affiliation: Our Ass'n being affiliated with the Grain Dealers National Ass'n brings us in close contact with the best dealers thruout the country. Our members are given the privilege of using the arbitration com'tes of that organization, thus protecting us in whatever part of the country we buy or sell. The decisions of the arbitration com'tes of our organization and of the National Ass'n have been so just that no court has ever reversed them.

Providence has been kind to the officers of our organization. We have had fifteen presidents



and all but four of them are still actively engaged in the grain trade—just one having passed on. Our present sec'y, Chas. B. Riley, has served us efficiently for more than 17 years and to him we owe much of our success as an organization. Our prayer is that he may be spared to serve us many years to come.

Our ass'n is in a healthy condition and the Indiana grain trade will compare favorably with any body of business and professional men anywhere. No business in the world is conducted on a fairer basis. We give and ask only for a square deal.

PRES. MOORE appointed the following com'tees:

**RESOLUTIONS:** Chas. Northlane, Union City, chairman; Wm. Hayward, V. E. Butler, Indianapolis; Charles S. Clark, Chicago; C. A. Ross, Rensselaer.

**NOMINATING:** Ralph Singer, Sandborn, chairman; Frank A. Witt, Indianapolis; Chas. Stevenson, Frankfort; Phil Wolfram, Brownsburg; Claude Hedworth, Remington.

**AUDITING:** Don Hart, Ed Anderson, Bert Springer.

SECY RILEY read a telegram from C. D. Sturtevant, pres. of the Grain Dealers National Ass'n, regretting that important business matters prevented his attending; also a cable from Bert A. Boyd, the ass'n's treas., abroad for his health, which stated "Pleasant trip but disappointed on arrival here. Photographed Rock of Gibraltar. Positively no Prudential sign there. Ship's dining room serves water in finger bowls only. Best wishes for a successful meeting. Love and kisses." Same old Bert.

PRES. MOORE, in making his annual address, remarked on the benefits of the ass'n saying:

#### President Moore's Address.

The original purpose in forming our ass'n was to improve the conditions in the grain trade of Indiana, to encourage honesty and fair dealing between each other. We have never lost sight of that purpose. Every grain man in the state has benefited thereby. In fairness to the organization every elevator and grain firm in the state should become a member.

One of the forms of aid is in railroad matters. Some time ago the railroads wanted  $\frac{1}{4}$  of 1% allowed on grain shipments for natural shrinkage. We granted it. Then they wanted  $\frac{1}{4}$  of 1% allowed for natural shrink on corn. We granted it. Not satisfied with the finger, they demanded scale tolerances of 240 to 300 lbs. on grain shipments. There is no such thing and we contested their right to put it in their tariffs. Thru Mr. Goemann, chairman of the transportation com'tee of the National Ass'n, it was defeated. Were it not for our ass'n the railroads would surely have effected the toll and it would have cost every grain man more than his membership fee in losses on grain shipments.

Mr. Goemann is now contesting the right of the railroads to eliminate the "set-off" privilege. This concerns every elevator that handles commercial feedstuffs and other side lines often purchased in less than carload lots. It requires a strong ass'n to contest the railroads.

Agitation over corn grades has brought us an opportunity at this time to lower the number of such grades and make those affected more flexible. It would seem this is what the shippers want. I hope our resolutions com'tee sees fit to say something about it.

FRANK N. WALLACE, State Entomologist and Enforcement Officer for Indiana, speaking on the corn borer, displayed a colored map of the United States and lower Canada, showing the quarantined areas and the new territory added for 1928. He had brought along several short lengths of corn stalks which had been taken from infested districts of Ontario. These he split down the center and passed around among the delegates. They were almost filled with borers. Mr. Wallace remarked:

#### Ravages of the Corn Borer.

You can see for yourselves from the stalk samples just how the borer harms the corn. It is clear why you should give your utmost co-operation in fighting the pest and why you should abide by the quarantine rules. I am asking the governor to have copies of this map made up in sufficient quantities so that one will be available for every grain man in the state.

We haven't many borers here yet. Probably the number does not exceed 10 to the acre, whereas the possibilities are for as many as 5 to the stalk before serious damage to the crop results. But every year of delay in borer control makes 5 years work later. The insect spreads at the rate of 50 miles a year.

We are asking the government for an allowance of \$2 per acre for the borer campaign. This permits us to pay the farmer to clean up his land at a rate commensurate with the cost and encourages him to effective eradication measures.

Grain men should make it a point to burn all cobs and have the shelled corn they propose to ship out of the quarantined area certified as clean.

The borer cannot live if exposed to the air. Probably the mortality has been greater this year than ever heretofore due to the unfavorable conditions.

We are seeking to have all fields fully cleaned up before the first of June. Our inspection dates are set accordingly. Co-operation on the part of farmers and dealers will enable us to retard the movement of the pest until complete eradication methods may be found.

FRED POND, the genial sec'y of the Buffalo Corn Exchange, extended an invitation to the ass'n to hold its mid-summer meeting jointly with the Michigan and Ohio Ass'ns in Buffalo. He remarked that Buffalo is a convenient point and the problems of Michigan, Ohio and Indiana were so in common that they could profit by the joint sessions. He encouraged the dealers to send an expression favoring the idea.

CAPT. W. H. LYKINS, pres. of the Citizens Bank of Covington, discussed the farm situation in a discourse on "Profitless Prosperity."

#### Profitless Prosperity.

My subject is chiefly concerned with the relation of the agricultural interests to financing. The apparently contradictory term, "profitless prosperity," is too often true. Among the most important divisions of our country's interest is agriculture. We must admit that tho our country is prosperous, agriculture has not enjoyed its share of the profits.

The farmer, honestly toiling and doggedly sticking to his appointed task, has contributed much to American life. It is regrettable that his ability to meet his obligations has been reduced. The realization of the situation is beginning to affect his courage. Inevitably the result must be his laying down on the job and failing to meet them.

The farmer has suffered much from quack remedies. Too frequently our politicians have some ulterior motive back in their minds when they discuss the situation. If they have no honest solution, they should surely be frank about it. These quack remedies are making the situation worse.

ELMER HUTCHINSON, Arlington, himself a farmer as well as a grain man, concerned with the cultivation of over 500 acres of Indiana soil, discussed the Indiana agricultural situation. He said:

#### Past, Present and Future of Farmers.

When Adam and Eve were driven from the Garden of Eden because they partook of the forbidden fruit, Adam became a horticulturist and Eve a seamstress. Cain, their eldest son, was a tiller of the soil, and he became a murderer. Material civilization, atheism, polygamy, murder, first followed the posterity, of Cain, the farmer.

Joseph was the first to run a corner on grain. He stored in the years of plenty and sold back in the years of famine. He very nearly bankrupted the people, but his offices were none the less a blessing. He kept them from starving.

During the period of conquest when nations were proud of their soldiers and sought ever to extend their boundaries, the farmer had no worries about over-production. Consumption was about even with production.

In the American pioneer days the farmer was happy. He supplied his needs from the soil, cut wood, trapped and hunted in the winter and traded for what few things he needed from the outside world. Farms were all small, competition not a problem and the standard of living not a question.

Today we have competition for efficiency. The farmer who is up on his toes and using his head and his muscle to operate his farm to best advantage at minimum costs is not suffering. I know I've been able to make interest on my land valued at \$200 an acre.

Prices are higher, but the rate of exchange is about the same today as it ever was. It used to be that 200 bushels of wheat would buy a binder. It will today. It took about the same quantity of farm products to buy a suite of furniture then as it does today. The difference is in our living standards. We want more than we have been able to produce. The answer is more efficient production.

**Education:** I question whether our educational methods are of great value. A few years ago county agents and agricultural schools of

Indiana became advocates of silos. Today we have silos scattered all over Indiana farms, monuments to an unjustified expense for which we have no use today. Then there was the question of soy beans. Soy beans are all right, under certain conditions and in the proper quantity, but I don't want my whole farm covered with them. Michikoff and Purekoff wheat are all right, if Indiana soil were suited to the growing of hard winter wheat. But climatic conditions soon disrupt the hybrid and we have a mixed grain that is neither hard nor soft and productive of a heavy discount in the terminal markets.

At one time over in our country we had developed a nice little hog business and our farmers were finding it profitable. County agents found it out and started to broadcast it. Everybody started raising hogs and ruined what had been a profitable local business. I sometimes think Purdue contacts and agencies disseminate too much information.

It was propaganda that started the deflation of 1920. Before the war we were traveling along on about an even keel. When the war broke out it was the farmer that profited first. The laboring man had to work his way up. We had about reached a balance again in 1919 and 1920, when the farmer suddenly decided everything was too high. The prices on agricultural products dropped. But labor wasn't so foolish. They kept their wages up.

Recently I attended a meeting of Shriners. One of the notable things about it was the spirit of optimism. Everybody felt good. A profitable year ahead was felt to be inevitable and the delegates radiated encouragement. It was not long thereafter that I attended a meeting of farmers. It was sadly in the doldrums. Everybody was pessimistic and inclined to lay down their tools and look for a hand-out. The difference was propaganda.

The last 1927 issue of the Saturday Evening Post carried a report of the Treasury Department for 1925 regarding corporations. It showed that during that year 41% of the corporations operated at no profit or went broke entirely; 25% made less than \$2,000; 12% made less than \$5,000 and only 7% made more than \$1,000,000, this 7% obtaining two-thirds of the corporate income of the entire country. Agriculture is just about midway. A lot of farmers go broke, but there is fully as many that make money.

We hear a lot about our boys leaving the farms and going to the cities to work. Why not? If they can do better in other lines should they not take advantage of their opportunities? I'm not worried for a moment. When farming becomes more profitable than industry, they will flow right back again. Let us live courageously and walk with faith.

J. J. FITZGERALD, sec'y of the Grain Dealers National Mutual Fire Insurance Co., Indianapolis, discussed fire hazards. He said:

#### Fire Insurance on Grain Elevators.

The Grain Dealers Mutual was started 25 years ago when it was found that grain elevators were classed with powder houses and fire insurance companies were exacting an unbearable toll for protection. It has succeeded in taking the elevators out of that class and in bringing fire insurance rates down to where a grain dealer can afford to insure his property.

During the past 40 days we have lost a number of elevators.

Half the causes are unknown. Half the elevators were not rebuilt. Unless such conditions are overcome the rates will necessarily have to be raised.

We are not prepared to believe that many grain men are crooked, deliberately burning elevators to get what they can out of them. Business has been bad and the owners have had little to do. It is a psychological fact that under such conditions they do not keep up the plants like they do in active times.

We are asking the cooperation of the owners. We are asking them to look around their elevators themselves and keep them in good condition. Keep the humble water-barrel filled. It has been the means of saving 15 to 20 elevators a year and has saved accordingly in insurance premiums. Now we won't write insurance on a country elevator unless it has or will install such a barrel and keep it ready for use.

The importance of having your elevator rodged, or if iron-clad, grounded for lightning protection, should not be overlooked. Such protection now earns a reduction in the insurance premium. In another five years, I feel safe in saying, we will be forced to decline to insure elevators which remain unprotected from this hazard.

The next largest cause of fires is the old pillow-block bearings. So many fires break out after the elevator is closed for the day during the busy season and the breaking out occurs at such points that we are forced to conclude bearings are the cause. Some day we will reach the point where they are compulsory. On their own account they are so advantageous that I fail to see why a grain man delays their installation.



We must have fewer losses if we are to maintain the present low premiums. These three points I want to bring home to you before I close. Keep the water-barrel in a convenient and easily accessible place and keep it filled and prepared for action; rod your elevator or ground it to protect it from lightning; and take advantage of the protection and the savings afforded with the use of roller or ball bearings.

Adjourned to 9:30 Friday morning.

## Banquet.

Over 300 attended the banquet and entertainment features commencing at 6:30 o'clock Thursday evening in the Columbia Club. Popular orchestral numbers were played by the Musical Coeds during the serving of a sumptuous dinner. Several attending with wives and lady friends were unable to resist their rising strains and danced between courses.

Following the dinner, a girls' revue, composed of six dancing dolls, opened the evening's entertainment features supplied thru the courtesy of the Indianapolis grain trade and Board of Trade members. Other numbers included several songs by Florence Welsh, a pretty soprano soloist, and Mary Alice, clever cabaret singer. The Louise Powell Kiddie Act, which has graced the stage in several of Indiana's leading theaters, brought down the house. It was a song and dance revue by youngsters ranging in age from 4 to 12. Edith Cooper, a comedian and monologist, with a bent for playing unusual musical instruments in an unusual way, created roars of laughter. The last act on the program consisted of a guitar, a banjo and a violin, played by three of the boys from Sam Holder's Inspection Department, filling the hall with southern melodies.

Confetti and serpentine was plentifully distributed thru the dance to which the remainder of the evening was devoted. It was a colorful evening thoroughly enjoyed by everyone.

## Friday Morning Session.

PRES. MOORE opened the second session at 9:30 o'clock Friday morning by introducing W. H. Newsom, pres. of the Indiana Liberty Mutual Insurance Co. of Indianapolis.

MR. NEWSOM discussed compensation insurance, particularly as applicable under the Indiana workmen's Compensation Law, saying:

## Compensation Insurance.

You may have heard much about the workmen's compensation laws. But there are always a few things worth rehashing. Such laws have been passed in practically every state in the union due to the red tape and general dissatisfaction connected with collection on the part of an employee under the old conditions when every case had to be taken into the courts. Usually after the court costs and lawyers' fees had been taken out, very little was left for the employee.

It is a well fixed economic principle that accidents will happen and that these are as much a part of the cost of operation as any other factor. When a man is injured it is a mutual loss between the employer and employee.

Some states have compulsory compensation insurance. In others the taking of compensation insurance is purely voluntary. In Indiana it is compulsory and an employer is liable for \$150 for each day he fails to comply with the law. He may comply by carrying compensation insurance, electing to carry the insurance himself, or rejecting the law by filing an objection with the state records.

The first method is most generally used. It distributes the load over such a large area that it bears heavily on no one, yet effectively protects the employee. In the second method the small employer might have a few accidents which would prove very burdensome, tho some large companies do elect to carry the insurance themselves. If the last method is used and an accident occurs, the employer's hands are tied. He must become the object of suit and the very fact that he did not elect to protect his employees would work to his disadvantage, with consequent heavy loss.

Under the Indiana law an injured workman is entitled to 55% of his average wage, not to exceed \$30 a week, beginning on the 8th day after being disabled and extending thru the period of disability not to exceed 500 weeks. The law eliminates the courts, fixes the amounts the employer must pay at moderate amounts, and makes collection for the employee quick and sure.

When you buy compensation insurance you buy protection for yourself and pay the insurance company to assume all responsibility for you.

Child labor causes a lot of dissatisfaction. You are liable under the common law when you employ anyone unlawfully. You cannot put anyone under 16 around machinery, or under 18 around moving machinery.

When an accident happens it is the duty of the employer to notify his insurance carrier in full regarding all the details. Then leave everything to your insurance company.

The insurance company is actuated by two desires. One is to get the employee well again as quickly as possible for humanity's sake; the other is to get him well for economy's sake. In Indiana the insurance company is held responsible for all liabilities, even if the company is unfamiliar with and not obtaining premiums for other activities of an insured employer. It suffers accordingly and must set its rates to cover its losses.

In insurance the fewer the losses the lower are the rates. When an employer magnifies a loss to an employee so as to enable the latter to collect more under the company's liability he is working directly to push up the rates that he must pay.

The rates for each classification are set by a rating bureau in New York, to which all compensation insurance companies report their experiences with losses during the preceding year. Some risks such as saw mills and stone quarries, are on the taboo list and some companies will not accept them.

ELMER HUTCHINSON: Under the Indiana law the farmer is exempt from the necessity of carrying compensation insurance. Why should this be?

MR. NEWSOM: There is no reason, other than that our legislators were afraid of an uprising of the farmers if they included them.

JOS. A. SCHMITZ, Chief Weighmaster of the Chicago Board of Trade, read a paper on weighing and the care of scales. This is published elsewhere in this number.

SECY RILEY made the report of the treasurer showing the Ass'n to be in good financial condition and a slight increase of membership in spite of the difficult conditions which grain dealers of the state are now suffering.

The nominations committee reported and the following officers were unanimously elected: Pres. Walter M. Moore, Covington; Vice-Pres. E. E. Elliott, Muncie; Director for one year, C. C. Cole, Bluffton; Director for three years, Jesse Doane, Frankfort.

PROF. H. R. KRAYBILL, Chief Chemist and Seed Commissioner of Purdue University, discussed feedstuffs, remarking:

Commercial Feeds.—The weather conditions affecting harvest of wheat this year caused a low protein content. This affected millers in applying their analysis tags. We have sought to aid mills in making their analysis. In 22 samples of new wheat taken we found the protein maximum to be 11.9%, the minimum, 9.7%, the average, 10.9%. In 10 samples of bran the maximum was 15.5%, the minimum, 13.2%, the average 14.4%. Middlings showed a maximum of 16.3%, a minimum of 11.9%, and an average of 14.7%. Mixed feed samples gave a maximum of 16.1%, a minimum of 13.3% and an average of 14.5%.

The miller finding his printed tags and registration wrong is privileged to re-register without cost. His old tags he can save until such

a time as they will be useable. Wheats all over this year are a little low in protein and it is unlikely that Indiana feed officials will kick if analysis of your feed is within 1% of registration.

Trend of commercial feeds.—The year of 1927 brought a big increase in the amount of commercial feeds handled this amounting to 25% in Indiana spread over the entire year. This increase was pretty general among foods, tho perhaps mostly in poultry feeds. Newer methods have been developing along this line. In 1923 Indiana used 48,000 tons of scratch feed and 27,000 tons of mash. In 1926 we used 39,000 tons of scratch feed and 46,000 tons of mash. This shows a decided swing to the use of poultry mashes, and the 1927 records, in so far as they are available, show a further increase in this direction.

There has been a decrease in the amount of poultry feeds sold containing grit, this apparently being an unnecessary factor except in the case of limestone grit, which is a valuable mineral and justified thereby. The trend in feeding mineral feeds is indicated in the records. Approximately 1,500 tons were sold in 1923 in this state. The year of 1926 saw this increased to 7,000 tons.

Tankage and meat scraps have been of general good quality. Some small amounts of tankage from outside the state have been picked up by our inspectors, which showed processed leather, hoof meal and cocoa shells among the ingredients. When this sort of stuff is ground up and mixed with feed it will effect a high protein content, but much of the protein is undigestible and is therefore an adulterant. We collected some 40 odd samples from shipments over the state, and with this evidence went to the manufacturer. As a result he stopped such shipments and took back what had already been sent dealers, paying the freight both ways, as well as providing funds to the latter for reimbursement to the farmers who had purchased. We had picked 7 interstate shipment samples of the product and this brought the manufacturer under the Federal law.

A product composed of glycerine and gelatine, bearing 90 to 100% protein in an unavailable form is reclaimed from printers rolls. Sometimes this is used in tankage to bring up the protein content.

The feed control officials have adopted tentative definitions regarding tankage and meat scraps, discriminating between the dry-rendered product and that obtained from the tanks where it has been treated with live steam. You can obtain these definitions for the asking in bulletins published by the feed inspection department of Purdue.

CARL F. BERGER, of the Sydney Grain Machinery Co., Sydney, Ohio, make a few remarks regarding the trends in grinding, saying:

## Grinding Equipment.

Agricultural schools and colleges have been encouraging farmers to use their own feeds. This has led to more feed grinding being done in grain elevators. The kind of equipment you will use is governed by what your customer wants.

Regardless of the purpose for which you buy your grinding equipment, whether it be a hammer or an attrition mill, be sure you buy good machinery. Overlook the first cost. Ask the salesman what it will do and how costly it will be in operation. Those are the important items.

A greater variety of products are now ground in country elevators and small feed grinding plants than ever before, as is evidenced by the records. This requires the use of good mills.

C. C. COLE, Bluffton, told about the handling of sidelines.

## Officers Indiana Grain Dealers Ass'n.



Pres. W. M. Moore, Sec'y C. B. Riley, Director C. C. Cole, Vice-Pres. E. E. Elliott.



## Sidelines.

It is a question whether the grain business hasn't become the sideline instead of the main issue. My first experience with the grain business came a year after this ass'n was formed. At our elevator we were already interested in sidelines, handling such products as coal, lime, cement, plaster, fencing, posts, tankage, feeds, etc.

Sometime ago we were asked to supply profit information covering a period of 5 years as a matter of statistical record. We found that 64% of our sales were of grain and seed and produced 52% of our gross profit. Fuel constituted 16% of our sales and made 31% of our gross profit. Commercial feeds, with which was connected the least work, made up 11% of our sales and produced 3.6% of the gross profit. Miscellaneous items, such as feed grinding, hog waterers, patent chicken feeders, etc., made up 9% of the sales volume and produced 13.4% of the gross profit.

Sideline are things that grain dealers should handle. It is questionable whether they can get along without them today. But there is one bad side line I want to call to your attention. It is banking. If we all get out of it we might be able to increase some of these other figures.

O. J. GINRICH, a groceryman from Lafayette, talked on the cash policy, proving an entertaining talker with plenty of clever stories for the delight of his listeners. He remarked:

### Selling for Cash.

I was 5 years old when I was first permitted to visit a store. It was a country store and a big thing in my eyes. Immediately thereupon I decided that I would run a store when I got big. My ambition was realized sooner than I expected. I was hardly more than entering my twenties when I started in the grocery game.

In those days we did a credit business, suffering losses thereby. These losses were often in the line of business as well as credit. When a man had run his bill up as high as he dared and we asked him for payment, he usually went over to our competitors to do his buying. After running a bill up there as high as he could, he would return to us and pay his bill, then start the procedure all over again.

Possibly it is easier to sell more goods with the use of credit, because some people will buy what they can't pay for if you will take care of them. But this is not good business. If a man is good he doesn't need credit; if he isn't, he doesn't deserve it.

When we first started the cash and carry system in Lafayette we were told we were fools. But the business has been profitable ever since. Now we have 9 stores and an annual business of a million dollars.

Of course there are some good friends that come in and want a little credit. It is hard to refuse them. In such cases we have employed the policy of taking the requisite amount out of our personal pockets instead of the cash drawer and loaning it to the needy party, making it clear that it was a personal loan. I never lost but one account with that method.

SECY RILEY mentioned the Miller's Wheat Improvement Com'te, which is working in connection with Purdue University, and the request that two members of the grain trade be appointed to act on this com'te. It was agreed that the pres. would appoint two such members and notify the appointees by mail.

The resolutions com'te reported and the following resolutions were unanimously adopted:

### Resolutions.

#### METRIC SYSTEM

There being still further effort put forth in Congress for the application of the Metric system of Weight and Measure, be it

RESOLVED, That this ass'n again reiterate its opposition to such law because of the unwarranted expense caused by the elimination of the existing equipment.

#### CORN BORER

The Indiana Grain Dealers Ass'n recognizes the menace to the Corn Belt and American agriculture from the European Corn Borer which is now approaching from Ohio, Michigan and North Eastern Indiana. We learn of the great losses caused by this insect in the area in which it is now found. We sincerely feel that everything possible should be done to fight this insect and to prevent the spread into new territory. The great Corn Belt should be protected as long as possible until better methods of control can be found and applied. Therefore, be it

RESOLVED, That this ass'n favors the appropriation of not less than ten million dollars by the United States Congress, which will be used in co-operation with the states in the fighting of the Corn Borer and in re-embursing farmers for extra labor employed in this work. We further recommend that efforts be made by

Congress to bring about co-operative relief work from the Dominion of Canada, the home of this pest, for we realize that without an effort to stamp it out in Canada, there can be but little hope for ultimate success in the States. We recommend that a copy of this resolution be forwarded to each member of Congress and to the Secretary of Agriculture and to the President of the United States.

#### CORN GRADES

There is apparently quite broad dissatisfaction with the present corn grades as promulgated by the Department of Agriculture and it is the opinion of this ass'n that corn grades should be based upon its commercial use. Therefore, be it

RESOLVED, That this ass'n recommend to the Department of Agriculture that the present grades of corn be changed to four grades and a sample grade, thereby eliminating two grades from the present system.

#### GARNER CONSTRUCTION

At the Annual Convention of the Terminal Grain Weighmasters National Ass'n held at Omaha, Neb., in October, 1927, a resolution was passed calling attention to the garner construction in terminal elevators which provides for the proper construction for the discharge of grain into scale hoppers. Therefore, be it

RESOLVED, That this ass'n endorse this movement and urge that the matter be called to the attention of elevator builders, designers and owners by Mr. H. L. Goeman, Chairman of Transportation Com'te of the Grain Dealers National Ass'n.

#### SHIPPERS WEIGHT CARDS

It having been found that shippers weight cards have proven of great benefit to weighmasters at terminal markets in checking the accuracy of their scales, therefore, be it

RESOLVED, That this ass'n approve their use and recommend that Mr. H. L. Goeman be urged to procure their use by the grain trade throughout the country through efforts of the Grain Dealers National Ass'n.

#### TERMINAL WEIGHTS

It has been called to the attention of the Resolutions Com'te that much complaint has been made of terminal weights in many markets and it appears to your Com'te that this is a matter so serious that it needs investigation. Therefore, be it

RESOLVED, That your President appoint a com'te to investigate weighing wherever complaints may be made and that this com'te co-operate with the freight claim agent of the different railroads of the country in order to correct this serious abuse.

#### SET-OFF PRIVILEGE

The railroads are seeking to make many changes in the methods of handling commodities, some of which are very important to the grain trade and they are at this time undertaking to discontinue the use of the break bulk freight system, and believing that this is of great disadvantage to the shippers in this ass'n, be it

RESOLVED, That the officers of this ass'n use their efforts to forestall the discontinuance of this rule.

#### WHEAT IMPROVEMENT COM'TE

The Indiana Millers Ass'n have a com'te on wheat improvement for the state of Indiana, and it is their desire that this ass'n appoint two members to work with this com'te. Therefore, be it

RESOLVED, That your President appoint such members of the com'te and so advise the Indiana Millers Ass'n.

#### BUFFALO MEETING

A matter of importance has been called to our attention relating to the invitation extended by Buffalo to this ass'n to hold its Summer Meeting there in conjunction with other states, and as this matter should go to the Board of Managers, we move that it be given to the Board of Managers for their consideration and determination.

PRES. MOORE expressed his appreciation of the confidence which the dealers expressed by re-electing him.

Adjourned *sine die*.

### Convention Notes.

Cleveland sent O. P. Larimore.

Louisville representatives included Harry A. Volz, and W. M. Wallace.

Many dealers brought their wives and made the occasion a family outing.

Bert Collins of Jas. E. Bennett & Co. and H. H. Savage came from St. Louis.

Pencils, delicious apples and fragrant cigars were distributed by the Cleveland Grain & Milling Co.

David H. Larkin, chief grain inspector at Baltimore was present. J. A. Manger represented the same city.

CINCINNATI sent Robert Lee of the Early & Daniel Co.; Elmer H. Heile, Ralph H. Brown, and D. W. Hopkins.

Harry Rhodes, Russell B. Rodgers and Mrs. Rodgers came from Oakwood, Ill. B. B. Bishopp came from Sheldon, Ill.

C. G. Egly, Fort Wayne; J. E. Hendrickson, Winchester; W. W. Wilson, Lafayette, were among the carlot grain handlers present.

The registration lists showed about 275 to be present. Many failed to register. Over 300 attended the banquet in the Columbia Club the evening of the 12th.

TOLEDO representatives included Geo. A. Beeley, of C. A. King & Co.; Charles R. Keilholtz and Joe L. Doering of Southworth & Co.; W. W. "Bill" Cummings, and J. F. Zahm & Co.

The supply and sideline trade was well represented by Dean P. Sutherland, Chagin Falls, O.; Carl F. Berger, of Sidney Grain and Machinery Co., Sidney, O.; B. E. Williams, Valparaiso, Ind.

BUFFALO representatives included Fred Pond, the genial sec'y of the Buffalo Corn Exchange; I. W. McConnell and Wright McConnell of McConnell Grain Corp.; Dan A. Southwell and Geo. L. Arnold.

V. L. Cunningham, Fred Camper, "Car a Minute" Floyd, D. J. Bunnell, Guy F. Davis, were members of the Indiana seed trade gathering in the lobby of the convention hall to settle important questions on seed distribution to country elevators.

REGISTRATION badges were supplied by the Grain Dealers National Mutual Fire Insurance Co. of Indianapolis. Tom Holloran, Abe Wellman and W. C. Bright were in charge. V. E. Butler and J. J. Fitzgerald of the same company visited with many old friends during the convention.

CHICAGO representatives included Jesse H. Summers and John Low of E. W. Bailey & Co.; William Tucker and R. G. Williams of Lamson Bros. & Co.; K. B. Pierce and S. N. Caviit (Kankakee office), of Jas. E. Bennett & Co.; Jos. A. Schmitz, chief weighmaster Chicago Board of Trade.

Lew Hill had the familiar bar and free lunch counter in his office. The menu consisted of several kinds of vegetable appetizers, white or rye bread, a wide range of choice cheeses, and an immense variety of cold meats. Near beer and soda water of modern vintage comprised the liquid refreshment. The brisk trade at Lew's counter was sufficient testimony to how well everyone enjoyed it.

Everybody missed Bert Boyd, whom a doctor ordered abroad in search of health. Bert sent his regrets by cable and assured everyone that R. B. McConnel and H. J. Geiger, his right hand men, would care for them in his place. Harold Geiger had charge of the Boyd bag of tricks thru the convention, presenting folks with rubber pointed pencils and boxes of matches that wouldn't light.

Among the country shippers present were Robert Alexander, Lafayette; Frank Ackles, Hobbs; E. B. Adamson, Hagerstown; Roy Ailes, Advance; K. R. Applegate, Cicero; S. J. Alexander, Crawfordsville; Chas. S. Anderson, Stockwell; W. W. Ashby, Ladoga; C. A. Ashbaugh, Frankfort; G. L. Arnold, Bluffton; M. S. Blish, Seymour; R. A. Burris, Mulberry; J. L. Blish, Seymour; Roy Brown, Rays Crossing; L. C. Burnside, Boggs town; W. E. Beckdol, Walton; J. J. Batchelor, Sharpville; W. M. Bosley, Milroy; F. J. Baird, Kewanee; C. C. Cole, Bluffton; A. C. Cherry, Manilla; A. B. Crane, Edwardsport; Joe M. Chizum, Morocco; C. C. Cunningham, Circleville; Charles N. Clark, Kempton; Lee Carl, Remington;

G. G. Davis, Tipton; Russel M. Davis, Tipton; F. E. Dowling, Elwood; J. G. Doane, Clarks Hill; J. M. Denniston, Walton; O. A. Dutches, Sharpville; Paul Darnell, Coatesville; C. G. Ellis, Warsaw; Adam Egly, Geneva; E. E. Elliott, Muncie; John Floyd, Monroe; G. L. Fisher, Pittsboro; John Frantz, Nickel (Valparaiso P. O.); J. Frank Good, Warren; R. M.



# Better Relationships in the Seed Trade

Address by A. J. Ogaard, Bozeman, Mont., before Farm Seed Ass'n of North America at Chicago

Leabes, Clay City; L. E. Greenwood, Monon; J. E. Goodrich, Winchester; W. A. Gray, Kirkpatrick; Glenn Gartin, Winchester; H. E. Garrison, Earl Park; H. L. Gray, Crawfordsville; A. E. Hartley, Lafayette; C. J. Hile, Ambia; F. M. Heffelman, Dunreith; J. M. Hanna, Willow Branch; Otto Howe, Greensburg; R. M. Hutchinson, Cambridge City; Charles Hankins, Markleville; John Herr, Lebanon; J. E. Heffner, Frankfort; C. A. Hedworth, Remington; T. Higgins, Otterbein (Foresman Switch); Elmer Hutchinson and L. Hutchinson, Arlington;

F. E. Jones, Boswell; J. T. Jeffers, Lyons; B. Jenkins, Noblesville; J. S. Kashner, Thorntown; John D. Kiefer, Elwood; M. W. Jones, Malden;

L. L. Lonarroe, Frankfort; W. M. Loughry, Monticello; W. H. Lykins, Covington; Ben Levy, Fort Wayne; L. Mayer, So. Whitley; F. A. Madge, Noblesville; W. M. Moore, Covington; E. W. Moore, Kirklint; S. P. Marsh, Frankfort; L. L. Moore, Perrysville; Martin Cutting, Edinburg;

Hugh McCorkle, Flora; E. McVicker, Van Buren; A. T. McKnight, Cicero; John S. McDonald, New Albany; Baxter McBane, Fortville; E. S. McBane, Maxwell; Geo. M. Neidlinger, Lebanon; H. J. Nading, Morristown; C. L. Northlane, Union City; J. S. Hazebrigg, Cambridge;

W. R. Owens, Montmorenci; G. A. Pritchard, Pendleton; John W. Pugh, Windfall; C. B. Paul, Sedalia; Fred Paul, Spiceland; O. E. Jewell, Raub; Frank Pyle, Frankton; R. M. Robertson, Brownstown; W. E. Rider, Wayne; H. W. Reimann, Shelbyville; H. O. Rise, Huntington; Geo. O. Rafert, Pendleton; C. A. Ross, Rensselaer; Frank Richards, Taylorville; Geo. W. Rohm, Rockville; W. E. Rooker, Lebanon;

J. S. Simison, Frankfort; Chas. O. Seybold, Rockville; Joe Shine, New Albany; R. R. Singer, Sandborn; A. D. Shirley, Walton; A. W. Snyder, Berne; J. C. Springer, Gwynneville; C. E. Stevenson, Frankfort; V. D. Singer, Sandborn; Earl H. Snyder, Wheatland; Francis H. Shelby, Lafayette; Chas. W. Scott, Bunkerhill; J. L. Slaughter, Markleville; Max P. and Frank Sellers, Forest; Hal Thompson, Kokomo; O. M. Thomas, Marion; Arlis Thomas, Wilkinson; Bennett Taylor, Lafayette; V. C. Vaulkinbury, Lebanon; F. M. Vickery, Lapel; Jess Young, Lafayette;

C. O. Wise, Connersville; E. S. Wisehart, Millville; Perley Weaver, Sheridan; Carl T. Wilson, Sulphur Springs; Ralph Wright, Ingalls; M. Worl, Kennard; N. A. Wall, Pittsboro; E. E. Wolf, Greenfield; H. C. Wise, Crete.

Following the convention Pres. Moore appointed Elmer Hutchinson of Arlington and O. L. Barr of Bicknell, to serve on the Millers Wheat Improvement Com'tee as representatives of the Indiana grain trade.

"I think it unfortunate for the United States that wheat has not gone down 15c to 20c a bushel so that we could have exported our surplus of low grade grain and made a good price for the remaining good wheat. Now we are up against the Argentine crop, and Canadian wheat is underselling us thru Vancouver and the Panama Canal."—James E. Bennett & Co., Chicago, Ill.

Farmers in Illinois who are signing up the 10-year contract of the Farmers Union to handle their grain will have the grain handled for a charge of 2 cents a bushel or more if necessary, which is a good plan for the company but will not help the farmer any.—Illinois Dealer.

"A good name is rather to be chosen than great riches." Overbidding and over-grading are certain ways to avoid both a good reputation and reserves. Being a "sucker" on a come-on bid from some fly-by-night doesn't further a shipper's standing either, not to mention the lenient credit dealer. Remember, "if you rise too rapidly in the World, you may need a good reputation as a parachute."

The rural population of the United States decreased 649,000 last year, according to a press dispatch. Disregarding the cause of this emigration and considering the effect on the elevator operator buying grain and merchandising side-lines, the only conclusion to be drawn is the absolute necessity of increasing all margins, due to decreased volume, and the further diversification of facilities and services.

It would be extremely presumptuous of me to even attempt to discuss the subject of "Better Relationships" from any other angle than that of the relationship of members of your Ass'n representing the distribution phase of our general seed problem toward the various groups interested in other component phases such as education, production, consumption, improvement and regulation. The relationship of members of your Ass'n with one another presents viewpoints with which I am not as yet familiar.

In times relatively recent the seed dealer was primarily concerned with establishing and maintaining contact with the producer and consumer of seed. That simple triangular arrangement has undergone a rapid process of evolution.

**Changing Conditions.**—The seed trade now occupies one position in a multi-pointed design and strives with a more or less limited degree of success to establish satisfactory contacts with other agencies directly or indirectly interested in the general seed scheme. The seed distributing industry is now affected by agricultural extension programs and recommendations. National and local seed control regulations, seed certification procedure, seed verification requirements and a greater degree of organization on the part of the seed producers and consumers. It is an indisputable fact that the seed industry has not been able to satisfactorily adjust itself to the rapidly changing conditions and has found it increasingly difficult to render the required services and still show profitable returns. It is probable that some of the major difficulties of the seed trade are economic in origin and that their solution must largely be brought about by adjustments of an economic nature. But the fact remains that in the field of better relationships lies a golden opportunity for the improvement of conditions in the seed trade. In this discussion one can only hope to briefly sketch a general outline of the situation, the apparent possibilities and the principles involved.

There is no possibility of the seed trade or any other agency measurably increasing the total amount of farm seeds used. In that respect the Farm Seed Ass'n is confronted with a situation differing from those met by other trade ass'ns which have successfully waged campaigns resulting in decided increases in the total volume of business.

Any increase in the total volume of business collectively enjoyed by members of this Ass'n must be brought about through a diversion of the seed now handled outside of the organized seed trade into the channels controlled by the members. Less than one-half of the seed now used in American agriculture now flows thru organized seed trade channels.

**Farmer to Farmer Distribution.**—The sale of seed from farmer to farmer constitutes one of the most serious factors involved in our American seed problem. General observations and definite surveys in various parts of the country have clearly demonstrated the inferior quality of the average farm to farm seed supply. The economic loss resulting from this farm to farm traffic in small seeds is appalling. Education and demonstration designed to convince the consumer on a strictly dollar and cents basis of the desirability of using properly cleaned seed free from noxious weed seeds and of good viability, are remedial measures at hand. Planned publicity and advertising may be employed to good advantage but major results can be expected when a sound basis of better relationship exists between the organized seed trade and the educational agencies, national and local.

The agricultural educational forces are more and more becoming convinced of the value of closer co-operation with commercial agencies, in bringing about the adoption of improved methods and practices on the part of their agricultural constituents. For instance, the annual conference of Extension Agronomists held in Chicago last December spent an entire day discussing "Relationships." One of the outstanding results of that conference was the increased interest aroused in utilizing related industries in the successful conduct of their educational campaigns. They are more than willing to co-operate if these outside interests convince them of their sincerity of purpose. Such co-operation cannot continue in an atmosphere charged with mistrust and suspicion. It can be created and maintained thru friendly conferences and other means of building up mutual sympathetic understandings. One act indicating misplaced confidence can undo the good work of years. The Farm Seed Ass'n and the individual companies represented in its membership should strive to make these necessary contacts, establish confidence and maintain the good will and secure the active co-operation of

the educational agencies, by making a sincere effort to furnish the kind of seed and the quality of service that best suits the needs and conditions of the particular locality involved. The reduction of the volume of small seed sold direct from farmer to farmer is an objective of mutual benefit to all concerned. It can best be realized thru concerted effort in a joint program.

In the realm of small grain seeds the situation is somewhat different. In most states small grain seeds have been an unimportant factor in the business of wholesalers and only slightly more important in the case of the average retailer.

The weed seeds are more readily removed from the comparatively larger seeds of small grain by ordinary machinery. It is for this reason that crop standardization campaigns in a large number of states have recognized the need for improving the farm to farm supply of small grain seed through supervised production of seed of adopted recommended varieties on a seed certification basis. Such plans are economically sound and seed houses cannot afford to oppose such work. On the contrary, seed houses have already demonstrated that it is entirely possible, practical and profitable to handle certified seed grains. Definite progress is being made along those lines.

**Competition of Co-operatives.**—To the extent that co-operative ass'ns are instrumental in diverting seed from organized seed trade channels, this Ass'n is naturally interested in reducing such competition to a basis of purely economic matters of price, quality and service considered. In this connection it is well to consider that in a great number of cases the origin of co-operative seed ass'ns can be traced to a rightful or wrongful feeling on the part of those in charge of the educational campaigns that the seed trade was maintaining a passive if not indifferent or even hostile attitude.

The educational agencies are gratified to note the increased interest on the part of members of the Farm Seed Ass'n of North America in the popularization and distribution of state certified alfalfa seed and in the development and widespread adoption of the federal seed verification plan. Such activities are welcome and well timed evidence with which to support your slogan "Better Seeds, Better Crop." In this day and age unsupported slogans are hardly worth the ink with which they are printed.

A worth-while campaign of advertising and publicity must be backed by a combination of sound arguments, definite facts and constructive action which will appeal to the intelligence of those in charge of the agricultural educational work. Actions are still speaking louder than words. Before you begin to issue publicity as to position, it is necessary to prepare by uniting in the formation and execution of a policy based on facts and on the principle of the greatest good to the greatest number.

**Position of the County Agent.**—Please place yourself in the position of an extension agronomist or a county agent who is engaged in the conduct of a seed program. You receive a catalogue or price list from a retailer or otherwise secure evidence that a certain seed house is boosting the sale of seed of a variety or kind not included in your recommendation. Your first inclination would be to take open issue with the parties concerned. At least your attitude toward the agencies who were involved in undermining your educational program would be very apt to be somewhat warped. I fully appreciate the fact that in many instances the seed companies have not been "sold" on the value of the educational program. They have indicated that they believe the recommendations were unsound and based on insufficient evidence. Granting that their doubts are well grounded, would it not be far better for all concerned if you got together in friendly conference and threshed out your differences of opinion. It would either lead to your conversion to the program or more fact-finding work would be done to bolster up the recommendations. May I give emphasis to my line of abstract argument by citing concrete illustrations.

In a certain state, a certain outside seed company issued an advertising circular in which corn adaptation was discussed. Illustrative material was used which happened to be considerably out of line with the definite recommendations being made for the various sections of the state, based on local tests and observations. The crop specialist presented his case to the company. No one became angry. A representative of the company visited the state, obtained permission to use the state corn adaptation map. Not only that, but that same map was used to obtain similar maps and to arouse more interest in definite well founded recom-



mentations from several other states. That is not fiction but a true statement of an actual incident illustrating the mutual benefits involved in ironing out misunderstandings and difficulties in a friendly common sense manner.

The alfalfa poster campaign of the seed certifying agencies of Idaho, Montana and Utah in co-operation with the seed houses and the educational agencies of the hardy alfalfa seed consuming states is another example of healthy relationships which lead to mutual benefits.

Up to this point I have seemed to be dwelling on the seed dealer's obligations alone. However, let it be clearly understood that the educational agencies have also to accept their share of the blame. It is highly probable that they do not fully appreciate the extent, the permanent character and the comparative stability of the organized seed industry. It is also very possible that they might profit through a more complete and sympathetic understanding of the problems of the seed trade. It is doubtful whether enough consideration is being given to the fact that seed houses do not produce the seed containing weed seeds. It is only by the use of super-methods of seed cleaning that much seed is made fit for market at all.

There is not enough good seed to go around. Some one has got to handle the poorer seed until the supply of good seed is increased. That means educational work with the producer.

Then, in the case of the consumer, there is need for educational work relative to what constitutes good seed. What factors are involved in determining the potential producing power of seed. Surely there are more practical yard sticks with which to measure seed values than mere statements of 99.85 and 99.92 purity. The ultimate solution lies in serious conference between the interested agencies.

It must be recognized that the certifying and verifying agencies must insist on uniform compliance with regulations designed to meet average conditions. Such services eliminate the unfair competition of the firm which falsely claims to be supplying the genuine article at a price below the reach of honest competition.

Seed houses should accept the responsibility of reporting any noted cases of lax supervision or afforded opportunities for violation of the regulations. By such constructive co-operation these services can be strengthened instead of weakened. They constitute important weapons with which to fight unfair competition and for increasing the flow of seed thru organized seed channels. They deserve every possible support.

**Regulation a Necessary Evil.**—In the field of supervision and control the seed trade must adjust itself to various regulations national and local. The seed trade very wisely recognized a certain amount of regulation to be a necessary evil and has usually tried to avoid the use of obstructive methods. Thru joint action between the seed trade ass'ns and the Ass'n of Official Seed Analysts much good has been accomplished in securing more uniformity in seed legislation. Much foolish, ill considered, unworkable legislation has been kept off the statute books.

But the conditions relative to actual enforcement and worth-while results and effects are mighty unsatisfactory, in fact deplorable. A seed law not backed up by an awakened and thoroughly aroused public opinion, not supported by appropriations necessary for its enforcement, not made a part of a well-balanced educational campaign, is not very apt to contribute very much to the public welfare.

We have too many agencies groping along their own little tunnels, working not in co-ordination but rather at cross purposes. A broader, more representative and far-reaching plan of harmony and mutual co-operation has sorely been needed in dealing with seed legislation, as well as other phases of our general seed problem.

Such a plan is that of the recently organized Seed Council of North America, and it was very fitting and proper that it should take for its first consideration the problem of: "Seed Legislation."

In closing, may I briefly outline what I would consider as necessary features of a sound movement to secure "Better Relationships in the Seed Industry."

I. Willingness on the part of all agencies concerned to face the facts—all of the facts whether they be good or bad.

II. Absence of any disposition to combat inevitable trends toward improvement of conditions for the greatest number, and the presence of an attitude for making necessary adjustments on that basis.

III. A workable plan for making friendly contact and engaging in frank conference.

IV. Continual adherence to the principles of fair play, with no actions tending to undermine mutual confidence.

V. Honest attempts to understand the other fellow's point of view, with the idea of appreciating rather than depreciating his work and ideas.

VI. Constant loyalty to the common cause in the formulation and execution of the joint programs.

## Hay-Straw Rates, as 7th Class Rates Suspended.

By D. J. SCHUH, CINCINNATI, OHIO.

The Interstate Commerce Commission has issued Investigation or Suspension Order No. 3048, relating to rates and classifications on hay and straw. This order provides that the Seventh Class rates proposed by carriers North of the Ohio River be suspended until August 15, 1928, and the Tenth Class rating shall prevail during the period of suspension.

The normal movement of hay thru the Cincinnati gateway, handled by the members of the Cincinnati Board of Trade, is close to nine thousand cars per year, but this average movement during the past two years has been cut in half because of the ability of Canadian and eastern producers to deliver hay in Cincinnati's southern territory on freight rates that should apply from C. F. A. territory as well as from the east. The rates published under Docket 13494 will have the effect of equalizing this situation, which should have been done immediately when the east took advantage of the situation referred to by Mr. Barham. It will create an entirely new situation as to the rate breaking situation—this latter applying to hundreds of other commodities shipped thru Cincinnati. The outstanding feature, however, as to the Eastern situation is that since the Trunk Lines and the Southern Lines permitted the application of such low discriminatory rates they have effectively demonstrated that the carriers can profitably handle that class of freight on the rates prevailing in the east. This fact seems to dominate the Interstate Commerce Commission in its conclusion that the Tenth Class shall prevail on hay and straw.

The American Federation of Labor is recommending modification of the Volstead Act to permit manufacture of 2.75% beer. Pres. Green of that organization remarks that they feel such modification would be an aid to temperance. It would likewise bring back a better market for grains.

## Government's Alleged War Debt to Farmers Elevators.

During the last two years of the World War Congress enacted the National Defense Act, by which the President of the United States was clothed with the authority to take over the control of foodstuffs. This was done thru the agency of the United States Grain Corporation.

A guaranteed price for wheat was fixed in the act, which also permitted allowing reasonable compensation for handling, transportation and insurance.

Producers strenuously objected to the policy of elevator operators of deducting interest and insurance charges from the guaranteed price, varying from two to five cents a bushel, maintaining said guaranteed price was due the producer. Elevator operators felt justified in making the mentioned deduction for insurance and interest on the money they borrowed with which to pay the producers.

To remedy the situation, a conference was held in July, 1919, at Fargo, at which time it was agreed that elevator operators were to pay the full guaranteed price to the producers and the government, thru its agency, was to pay the elevator operators 7/20th cents per bushel for every bushel retained at the end of each week, in the event of their inability to secure cars for shipment.

Senator Shipstead (Minnesota) claimed that farmers elevators were never reimbursed, in his joint-resolution presented recently authorizing the President of the United States to ascertain the amount owed to farmers elevators by the U. S. Grain Corporation and to pay this debt, estimated at about \$1,000,000, out of funds of the corporation in the U. S. treasury or otherwise unappropriated.

## Indiana Pool Members Bear Heavy Expense.

In addition to the usual costs of marketing grain from the producer to the consumer, the members of the Central States Soft Wheat Growers Ass'n of Indianapolis, Ind., are taxed heavily for the maintenance of the central offices and the salaried force.

The wheat sold by the pool is in no way superior to the wheat as sold by private dealers and can command no higher price than was obtained for the grain before the organization of the pool. Since no more can be realized for the grain in the market, all the expenses of operating the pool have to come out of the farmer.

The pool is an additional middleman, the real effect of which is to pay each farmer the same average price reduced down to the dead level of mediocrity, and less pool costs, depriving a farmer who possesses superior intelligence of the opportunity of using that superior mentality to obtain for his crop more than the average price.

## Federated Agricultural Trades Progressing.

The Federated Agricultural Trades of America has recently elected the following officers: Pres., W. F. Jensen; vice pres., Everett C. Brown; treas., Fred G. Horner; sec'y, Harrison F. Jones; the foregoing and S. Edward Davis, L. B. Kilborne and G. H. White, constituting the board of directors, all of Chicago.

On Jan. 24 Mr. Jensen sent a circular letter stating the principles of the organization, together with an analysis of the McNary-Haugen bill and a copy of the new booklet of the Ass'n to the entire mailing list of the Federation, numbering possibly 8,000, including various state, local and national ass'ns, banks, boards of trade, senators and congressmen.

The new booklet covers the organization and activities of the organization up to date, including by-laws, basis of membership and dues, and blank form for application for membership. The Federation will be glad to supply unlimited quantities of this booklet to interested parties at the cost price of 4 cents each.

Offices of the new Federation have been established in the Continental and Commercial National Bank Bldg., Chicago, Ill.

## Minimum Weight on Mixed Carloads.

Effective Feb. 1 all the railroads west of Chicago have revised the provisions of the rule applying on mixed carloads of grain, mixed carloads of grain and grain products and mixed carloads of grain and seeds (except garden seeds).

The new rule contains the following provisions:

"Apply to each commodity in the car the actual weight of the commodity at its straight carload rate; the total weight to be charged for on the entire contents of the car to be not less than the minimum carload weight prescribed for the mixed carload.

When the total weight of the mixed carload shipment is less than the minimum carload weight prescribed therefor, the difference between those weights shall be charged for at the lowest rate on any portion of the shipment."

At the present time on a mixed carload of wheat and oats, for example, there is charged the wheat rate on the entire shipment. Under the revised rule there will be charged the straight carload rate on the actual weight of each kind of grain.

Likewise, on a mixed carload shipment of grain and timothy seed, the seed will be given the benefit of the carload rate on its actual weight.

On a mixed carload of wheat and oats, the total weight to be charged for is not less than the minimum weight for wheat, but where the total weight is less than the minimum weight the difference in weights will be charged for at the rate on oats.



# The Port Richmond Grain Elevator at Philadelphia Is Completed

The railroads terminating at U. S. Atlantic ports are preparing to handle export grain from the surplus fields of North America with efficiency and expedition and no doubt they will soon be making a determined effort to divert shipments to their rails to give employment to their improved terminal facilities.

Altho the Reading's own rails do not extend west of Central Pennsylvania it receives the grain grown in the Mississippi Valley and northwest from its connections penetrating the West. These roads also tap the lakes, on an ex-lake rate at Buffalo, delivering to the Reading at two points. Grain received from the Erie and New York Central Roads is delivered at Newberry Junction, and grain from the Lackawanna and Lehigh Valley is delivered to the Reading at Allentown.

The mileage of the Reading, 1611, does not adequately measure the importance of the system. It has the densest traffic of any road, and more freight equipment than any other line per mile of road, enabling it to perform a terminal service for many other roads not having seaboard warehouses and grain elevators.

With the opening of the new Port Richmond grain elevator the Reading Co., thru its subsidiary the Philadelphia Grain Elevator Co., is prepared to handle export grain efficiently and expeditiously. The new plant which represents the last word in grain elevator equipment is located at the Reading Company's Port Richmond freight terminal which covers 224 acres on the shores of the Delaware River. The commodious yards of the Reading Co. provide storage room for over 8,000 cars and the tracks immediately adjacent to the elevator have been reserved exclusively for the storage of grain laden cars.

The new plant consists of a drip shed adjoining the car dumper shed, the working house and storage annex, two grain drier units, the commodious office and long conveyor galleries over the tracks to shipping gallery and marine leg.

The Workhouse has a storage capacity of 2,000,000 bus. and over 2,000,000 bus. can be stored in the storage bins, making a total capacity of over 2,500,000 bushels. The elevator proper, also the yard space and track system, is so arranged that the storage capacity can be increased 8,500,000 bushels or more with-

out the necessity of enlarging the Workhouse or adding to its equipment. In the Workhouse are 91 bins of varying capacity. In the storage there are 110 circular bins and 86 interstice bins, each holding 15,400 and 4,400 bushels respectively.

The elevator is located in one of the largest tidewater freight terminals in the world. For the exclusive use of grain cars there has been assigned certain tracks adjacent to the elevator on which 1,232 cars can be placed. These grain car tracks are arranged so that the shifting of cars on the other tracks in the yard will never interfere with the movement of the grain cars. The space for 1,050 loaded cars is so divided that 135 cars can be placed on the elevator approach tracks ready to be inspected and picked up by the carhauls and moved to the track shed for unloading.

The approach tracks are covered and the cars will be allowed to drip during wet weather before being placed over the car dumper pits, thereby preventing water from getting in the grain while the cars are being unloaded.

Owing to the weight which must be supported and the nature of the soil, the structure was placed on 10,800 piles which were driven to an average depth of twenty-five feet each. The Workhouse is 235 ft. high, 69 ft. wide and 188 ft. long. The storage annex is 130 ft. high, 191 ft. long and 182 ft. wide. The weight of these structures is 110,000 tons not including machinery and other equipment. The concrete, of which there are 50,000 cu. yds., contains 3,200 tons of reinforcing steel, 300,000 bags of Portland cement, 29,600 cu. yds. of sand and 38,900 cu. yds. of gravel.

## The Track Shed.

The four receiving tracks running thru track shed carry the grain laden cars to the two shovel pits under the track next to the house and to the car dumpers on track Nos. 2 and 3. A third car dumper may be installed later under track No. 4. Track No. 1 may be used for shipping grain by rail, two car loading spouts being provided for loading cars on this track.

THE TRACK SHED adjoining the working house at one end is 98 ft. 6 ins. wide by 139 feet 6 ins. long and the drip shed adjoining the track shed is 98 ft. 6 ins. by 230 ft. 10

ins. Both are one story and cover the approach tracks, the car pullers, the car dumpers, receiving and sweeper pits. Each has a monitor roof extending its full length and fully glazed so the tracks are well lighted. The walls of both are formed of corrugated asbestos sheets. The side walls of the dumper shed are glazed and ventilated while the sides of the drip shed are open.

The car dumper and drip shed roofs are covered with precast light weight concrete slabs grouted and troweled smooth.

On a narrow gauge track parallel to and beside each car dumper track runs a spotting mule. An adjustable arm of the spotting mule is extended into the car door sufficiently to allow the arm to take hold of the jamb of the door and thereby move the car along to a desirable position on the car dumper platform. After the car has been emptied, it is again moved along by the spotting mule and set over the sweeper pit, where it is swept clean, while another car of grain is being brought up for dumping. After the car has been swept clean, it is given another start forward and is carried down by gravity and thence its momentum carries it up another incline, known as the kickback, which in turn sends it down by gravity to the empty car storage yard. A belt conveyor leading from the sweeper pits carries the residue grain to the main receiving conveyor, so that sweepings will again be included with the grain of the particular shipment. The cables that propel the spotting mules are actuated by means of drums in a pit at one end of the dumper shed. The cables and tracks for the mules extend to the entry end of the drip shed up to which point the cars are moved by the car pullers.

With this equipment the work of unloading grain is expedited and the sweepings are quickly carried to the main receiving belt and to the receiving leg so that the entire contents of each car eventually lands in the scale hopper in the cupola.

An additional track between the working house and the car dumper tracks is provided with two receiving pits for bulkhead shipments, bad order cars and odd loads so they can be unloaded with power shovels and not interfere with the work of the car dumpers. However, if such a car should get onto one of the car dumper tracks, automatic power shovels are provided for unloading these cars at the sweeping pits. At the shovel pits and the sweeper pits Peterson Pneumatic Grain Door Removers facilitate the quick removal of the grain doors and Double Clark Power Shovels expedite the removal of the grain.

Grain is carried from the receiving pits to the boots of the receiving legs by three 48 inch



The 2,500,000-bu. Reinforced Concrete Port Richmond Elevator Shipping Galleries at Philadelphia.  
[See pages 106 to 113 and outside front cover.]



conveyor belts of 25,000 bus. per hour capacity and one auxiliary receiving belt of 15,000 bus. per hour capacity. All conveyor belts are operated at a speed of 800 ft. per minute.

The construction and operation of the Link Belt car dumpers was fully described in the Grain Dealers Journal for Nov. 10th, 1927, pages 558-559. With the two dumpers now installed 160 cars can be unloaded each day. Provision has also been made for the installation of a third dumper which will increase the receiving capacity of the elevator to 240 cars a day. The car dumpers and the grain door openers are operated by ten totally enclosed Fairbanks-Morse motors, all of the squirrel cage high resistance type. These motors were built especially for the operation of this equipment and are equipped with ball bearings. They carry an intermittent duty rating and possess high starting torque with a low starting current so that all can be handled by across-the-line control equipment. Two of the motors operate the grain door openers on the car dumper platforms.

### The Working House.

The reinforced concrete working house of the Port Richmond Elevator is designed primarily to facilitate the rapid handling of rush export shipments. Its 91 bins can hold half a million bushels of wheat. The house is 69 x 188 ft. 9 ins. x 233 ft. 10 ins. high, the top stories of cupola being of smaller floor area.

THE BASEMENT story has a ceiling 16 ft. 10 ins. high and in addition to the boots of the eleven legs and the spouting to those boots it houses six motors and spur gear drives operating the shipping belts which bring grain to the boots of the six shipping legs from the storage annex. It also contains two of the large receiving belts and one auxiliary receiving belt. In the extension of this story along the front of the working house is receiving belt No. 2 and this extension is surmounted by a gallery which houses the receiving belt No. 1. The three 48-inch receiving belts extend the full length of the working house and can deliver grain to any one of the three large receiving legs at the rate of 25,000 bus. per hour. The 36 in. receiving belt which carries grain from the shovel pits in the track shed can deliver 15,000 bushels an hour to either of the receiving or auxiliary legs. This conveyor also receives grain from the conveyors that

carry grain from the marine tower and from the dock spouts when it is desired to return grain from the shipping hoppers of the pier gallery. This belt may also be reached by the portable spout on the first floor of the workhouse. All leg boots are equipped with Weller automatic takeups of a new design, racks and pinions being employed to maintain a horizontal position of the boot shaft at all times. All boots are vented to draw off the light dust and all discharge points of belt conveyors are vented to one of the dust collecting systems.

THE FIRST story of the working house has a ceiling 13 ft. 9 ins. high. This story is given over to the office of the house foreman, to the compressor motor, a water tank, water pump and the washrooms for the workmen. Portable telescoping spouts are provided for spouting grain from the clean grain bins to the boot of any leg. The upper end of the spout is secured to a steel frame traveler mounted on ball bearing casters. The spout may be housed within the traveler when it is desired to move it along the floor.

THE BIN STORY of the working house is divided longitudinally between two different departments. Half of this story is devoted to the cleaning department. The cleaner bins of this story are cut in two horizontally so as to provide twenty-five bins 27 ft. deep for storing uncleaned grain. Immediately below these bins is a machine story with a ceiling 26 ft. 3 ins. high to accommodate the cleaners and scourers. Its equipment includes six No. 15 Invincible Compound Double Shake Receiving Separators. Each fan of the cleaners has a separate dust collector. The collectors of all six cleaners are tributary to one of the dust collecting systems. They are driven by means of Allis-Chalmers Texrope drives from motors. The screenings are conveyed to one of the lower cleaner bins reserved for this purpose through a screw conveyor, which is set flush with the floor.

The two combination Monitor clippers and smutters are equipped with a lime hopper and a percentage feeder. The grain is spouted from the upper cleaner bins to a short screw conveyor, which also collects the lime in proper quantity. This conveyor feeds a small elevator leg, which in turn discharges the mixture into the smutter. The grain from the smutter enters one of the lower cleaner bins. The smut is collected in a pan under the smutter. When the machine is used as a

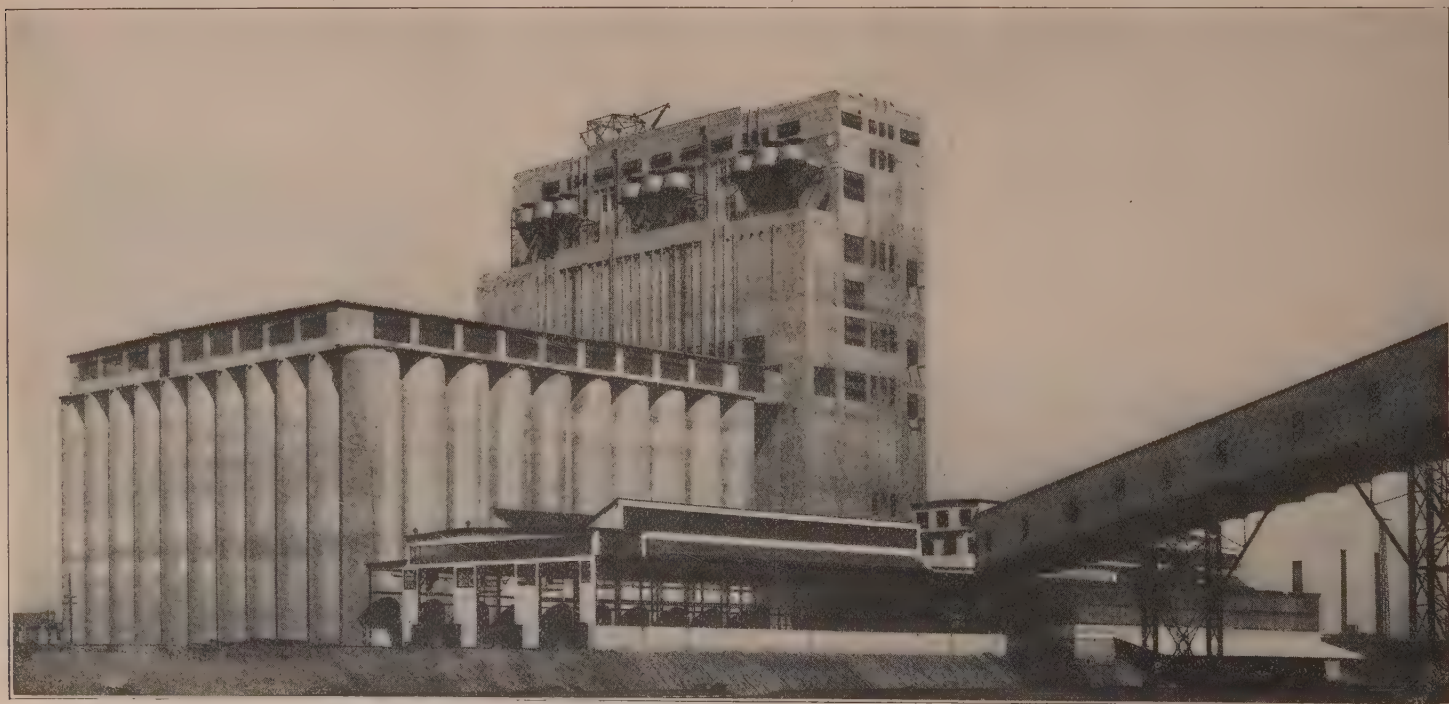
clipper, then the clippings find their way to the screw conveyor in the floor. The screw conveyor is driven by a silent chain drive and motor.

A two-stand high Carter-Disc Separator No. 2523 is also installed on the cleaner floor for separating wheat from oats. Two Carter No. 12 cockle and disc machines are also located in this story. Immediately below the cleaning floor are twenty-five bins for clean grain. These bins are 30 ft. 5 ins. deep. By this arrangement of bins above and below the cleaning department grain can be cleaned continuously without interfering with or employing the handling facilities of the house, the uncleaned grain being spouted from the bins above direct to the cleaning machines and then dropped into the bins beneath.

The other half of the bin story is given over to the shipping bins. Immediately below these twenty-eight shipping bins are the six 36 in. shipping belts running the full length of the working house out to Tower A of the shipping galleries. The outside row of the shipping bins is given over to eleven large square bins while the inside row is occupied by twelve small bins and five large bins. The twelve small bins with the six shipping legs occupy the same space as six of the larger shipping bins.

The turn head spouts under the shipping bins are operated by means of wire rope indicators with hand wheels, attached to the wall at the general passage. The six shipping conveyors in this story are arranged in three rows of two tiers each in height. The belt conveyor idlers used throughout the elevator are fully equipped with Timken roller bearings and Alemite system for oiling. These idlers differ in design from those usually furnished for grain elevator work in that the concentrating pulleys as well as the intermediate horizontal pulleys are of equal size and length and the concentrating pulleys are set at an angle of 22½° for all of the belt conveyors, including the shipping belts; that is, the idlers are of identical design and make-up. All bin outlets in the working house are equipped with Weller rack and pinions. Sixty-nine of these are 21½ ins. in diameter. All shipping bin spouts are equipped with turn head rings.

All the bins in the working house as well as in the storage are equipped with a Zeleny temperature registering system, so that the temperature of the grain can be read at one



The Port Richmond Elevator at Philadelphia with Drip Shed in Middle Foreground.



central point at each ten feet in the depth of each bin.

Two improved man hoists are provided for getting men down into bins.

**THE DISTRIBUTOR STORY** immediately above the bins has a ceiling 20 ft. high. In this story are two transfer belts running the full length of the house. These belts can deliver grain to any one of the shipping bins, any one of the five receiving belts carrying grain out to the storage annex or to the car unloading spout in the track shed at the end of the working house. Both of these conveyors are 48 ins. wide, travel in one direction only, and each is equipped with a two pulley tripper and a traveling belt loader.

In this story are eleven Mayo distributing spouts to facilitate the transfer of grain from different garnerers to any bin of the cleaning story. The next story which has a ceiling 30 feet high is given over to garnerers, distributing spouts, dust collectors and fans.

Immediately above these eleven hoppers or reservoirs are the 2,500 bus. hopper scales and in the story above the scale hoppers are eleven 5,000 bus. garnerers. The purpose of the hoppers underneath the scale hoppers is to insure a steady flow of grain to the spouts and over the belts below, thus insuring the different facilities being worked to capacity, which is designed to overcome the intermittent employment of the scales and assist in expediting the removal of the grain from the receiving pits without slowing up the operation of the car lumps in the receiving shed.

Three of the eleven scale hoppers are used principally for receiving grain from cars, but they can also be used for transferring grain. The eight other scales are used primarily for weighing out grain intended for ocean vessels, but may be used in transferring grain about the house.

An indicating Dial Signal Device is mounted on the concrete column to the right of the beam. This sets up the number of any conveyor over the storage within plain view of the operators at the conveyor and this device together with the signal lights and scale turn-head valve operating device gives the weighman full control of the dispatching of grain from cars to any bins desired.

In order to expedite the opening and closing of the hoppers each scale hopper is equipped

with a 60 inch rotary scale valve, while each of the garnerers above the scale hoppers is equipped with four 48 inch rotary garner valves. The pitch of sides of all openings is at an angle of 45 degrees or greater so as to insure the ready flow of damp grain. The scale and garner rotary valves are operated by compressed air, the hand control being mounted on the scale turnhead.

The fan story contains the various fans that collect the dust from the scale and garner valves. The dust collectors serving these fans are located in the head floor story, so that the heavy dust may be spouted to the garner, which it serves, or be sacked.

**THE HEAD STORY:** Above the garner and fan floor is the head floor in which are the powerful helical gear drives of the six shipping, three receiving and two auxiliary legs. All are electrically driven and equipped with a solenoid brake. Each of the three receiving legs has an elevating capacity of 25,000 bushels an hour while each of the shipping legs and the auxiliary legs has an elevating capacity of 15,000 bushels an hour.

All leg casings are of 12 gauge steel riveted and made dust tight. All elevator head discharge spouts have two window gratings to catch any foreign matter. Windows are installed to permit weighman to watch flow of grain and detect any interruption and doors are provided to facilitate the removal of foreign matter.

**THE DUST COLLECTING** system is complete in every detail and operated as fifteen separate units. Each unit includes many sweep-ups which are connected and automatically operated one at a time so as to increase its efficiency and reduce the power requirements of the system.

Dust pipes from elevator heads lead to traps and dust collectors. The grain caught in the traps is discharged directly to the garnerers or may be sacked. A two-way valve at the discharge opening of the trap makes this possible. Each leg and tributary garner has its own trap so that the grain caught in the trap may again become identified with the grain in the garner from which it was extracted with the dust when coming up the leg. Each dust collector is tributary to the garner and to the scale that it serves so that the heavy dust from these collectors may also again

become identified with the grain from which it was extracted. The suction is applied to the scale and garner valves and thence to these traps over the garnerers.

Every precaution has been taken to eliminate fires and dust explosions. The plant is equipped with a very complete pneumatic dust collecting and floor sweep system. In connection with each fan, there is a cyclone type dust collector and all of the dust from the various dust collectors is exhausted by one relay fan which conveys the dust to a large dust collector located on the roof of a dust house separated from the elevator proper.

It has been quite conclusively proven that in destructive explosions of grain dust at first there is a comparatively slight explosion which commences to build up a pressure and does very little damage in itself; but this first explosion knocks dust from ledges, creating a denser cloud of dust. There will then be a succession of explosions, each one more violent than the one previous. It is claimed that if the pressure can be relieved after the first explosion there will be very little resulting damage. The windows, therefore, are equipped with a device which will allow them to be opened by any pressure within the building and they will remain open after the first explosion and thereby relieve the pressure and tend to prevent further explosions of grain dust. These windows will remain open until closed by hand. These automatic operators are installed throughout the working house, storage and drier buildings.

The plant is equipped with a compressed air system used for the operation of the grain gates under the scale hoppers and those under the garnerers over the scale hoppers. The compressed air piping is carried to all points throughout the plant and a connection provided near each motor for cleaning out the dust.

The permanent traveling derrick on the roof of the working house will be employed to remove and replace the elevator head pulleys, helical gears, motors and other equipment that is installed in the head floor story. This will make it unnecessary to move the equipment along the floor, as is usually done in elevators where merely a hoist door is provided at the end of the building. This traveling derrick has a capacity of ten tons at each



Tower "B" and Shipping Gallery "C" Over Pier of Port Richmond Elevator at Philadelphia.



of the two booms. The booms can move laterally through an arc of about 90° and the overhang is sufficient to allow the block and falls to swing clear of the structure on either side or ends of the structure. The drums are of sufficient size and contain sufficient cable to allow the block and falls to reach the ground and the drums are operated by an electric motor mounted on the derrick. A capstan is provided in connection with the one drum, which will be used in propelling the machine along the roof by means of manila rope that will be anchored at each end of the structure. Hatchways are provided over the elevator legs to remove the pulleys and at intermediate points to remove the drives, motors, etc. These hatchways are equipped with water-tight covers.

The plant is entirely electrically operated. There are about 165 G. E. motors, ranging in power from 200 H. P. down. The connected load is about 6,000 H. P. Each motor can be stopped from several remote points in case of a spill or other emergency.

A complete communicating system connects the essential points in the plant consisting of telephones, pneumatic ticket carriers and electric signalling devices.

### The Storage Annex.

The Storage Annex is 21 ft. 6 ins. from the working house and connected with it by a continuation of the basement story below and of the bin story above the tanks. The annex is 170 ft. 1 inch by 187 ft. 2 ins. and 129 ft. 6 ins. high. Its 110 concrete cylindrical tanks are arranged in eleven rows of ten tanks each, forming 90 interspaces, 4 of which have been converted into ventilator shafts with a sheet-metal ventilator extending from the bin floor up through cupola roof of storage annex so as to provide perpetual ventilation for the basement.

Each of the cylindrical bins is 16 feet inside diameter with a 6 inch wall and 96 ft. 6 ins. deep. Each cylindrical bin has a hopper bottom of steel. Its capacity is 15,400 bus. while the interstice bins will hold 4,400 bus. An opening in the side wall of each of the storage bins just below the bin floor provides intercommunicating ventilation between the several rows of storage bins. All outside ventilators for bins are covered with sparrow screen.

The cupola story of the storage annex is 14 ft. 6 ins. high. Its sidewalls are largely of glass and can be easily opened for ventilation. In the roof at points of advantage are eight monitor ventilators glazed on all sides to provide additional light and ventilation.

Grain is carried to the bins of the storage annex from the distributor story of the working house by means of five 48 inch conveyor belts. A Standard Weller Tripper discharges the grain from each belt to any one of the 30 adjacent cylindrical bins or to anyone of the 18 interstice bins formed by the three rows of cylindrical bins. All tripper rails are equipped with improved rail stops designed to adapt itself to the contour of the wheel and will stop tripper without damage. All storage conveyors are placed on continuous steel supports bringing tops of belts 3 ft. 6 ins. above the floor. All conveyors are protected with a hand rail 3 ft. high. Attached to each tripper in cupola over storage bins is a small trailer running on tripper track and carrying an exhaust fan and dust collector. The head pulley is hooded and dust is drawn from above and below and sent to the dust collector. The heavy dust and particles of broken grain are dropped from the bottom of the collector into spout receiving grain from belt and the light dust is carried out top of collector by centrifugal force and dropped into a bag and afterwards emptied into bin with grain from which it arose. The discharge spout is hinged to swing clear of the column laterally. The tripper operator can control blast gates of wind trunking and valves of grain spouts from platform on tripper trailer. The speed of each

tripper is controlled from an individual platform on the back tripper.

The Weller steel portable manhoists with stool rope and safety devices facilitate the sending of men down into the bins with safety. All bins are numbered with cut brass figures set in the concrete.

The storage bins are equipped with a Zeleny Thermometer System for indicating the temperature of the grain, in each bin at points 10 ft. apart from the bottom to the top of the bin. A special instrument room for the recording instruments has been constructed of fireproof materials on the bin floor.

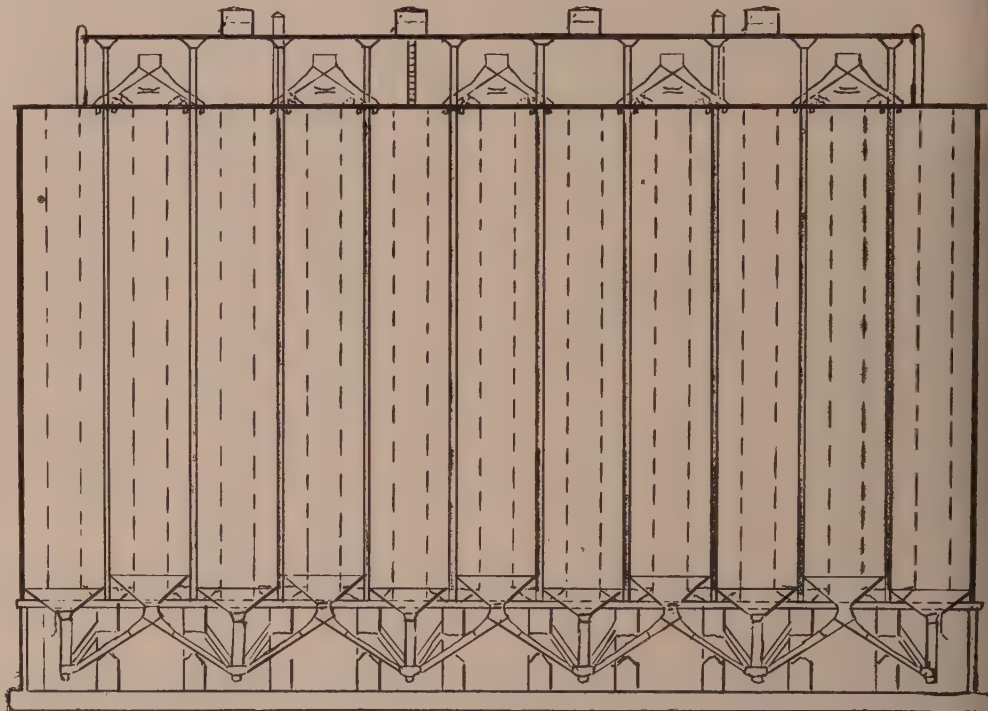
The well lighted and thoroly ventilated basement is 16 ft. 9 ins. high and supplied with many windows. In it are six 36 inch conveyor belts which receive grain from the bins and carry it to the boot of the six shipping legs in the working house. Each of these belts and legs has a capacity for moving 15,000 bushels per hour. The ropes operating the gates of any group of drawoff spouts lead to a common point at a column.

The storage bin spouts are arranged so that grain from 48 bins can be spouted direct to each of the four inside conveyor belts and grain from 32 bins can be spouted to each of the two outside belts. This expedites the shipping of grain and facilitates the mixing of grain from many different bins.

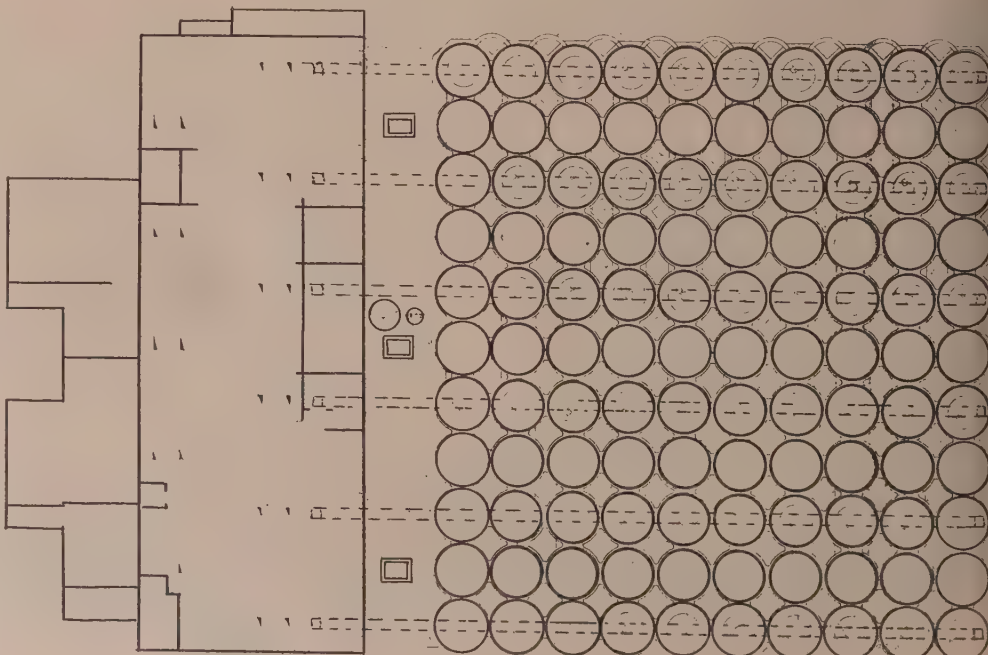
### The Grain Driers.

Two drier houses 28 ft. apart, in front of the working house, are equipped with Hesse Grain Driers of the latest design which give the plant a drying capacity of 30,000 bus. each ten hours. After the grain is dried and cooled it is spouted direct to either of the two auxiliary elevator legs thence to hopper scales and to any bin in the working house. Each of the drier houses is 33 ft. 4 ins. by 40 ft. 1 in. and 115 ft. high. A boiler house nearby supplies steam to the driers and to different parts of the plant.

The driers are equipped with special thermometers to record the temperature of the air applied to the grain. The flow of grain can



Cross Section Through Storage of Port Richmond Elevator at Philadelphia.



First Floor Plan of Port Richmond Elevator at Philadelphia.



regulated from a minimum to a maximum turning a handwheel.

## The Shipping Galleries.

The shipping facilities of the Port Richmond elevator are complete in every detail and are designed especially to speed up the loading of ocean going vessels docked on either side of the loading piers. Shipping gallery A extends from the shipping story of the working house to Tower A which rises above the roof of the Hopper Shed. Shipping gallery B extends from Tower A high over a hundred tracks north to Tower B, a distance of 748 feet. Shipping gallery C extends from Tower B out over the Shipping Pier to Tower C, at the end of the Pier, a distance of 850 feet. All galleries and towers are formed of heavy structural steel frame covered on sides with corrugated asbestos sheets and on the roof with two layers of 2-ply double coated asbestos roofing felt and asphalt.

Outbound grain from the shipping scales working house is spouted to the shipping bins which are arranged two rows over the 36 inch shipping belts running thru shipping gallery A to Tower A. Grain from one row of these bins can be spouted to any of the shipping belts and grain from the other

row of bins can be spouted to any of three belts.

At towers A and B grain is transferred to other belts on its way to the 26 dock spouts of gallery C. Each of the six shipping belts in gallery S is equipped with two trippers so it is possible to operate twelve dock spouts at the same time. With only one tripper working on it, each belt will deliver 15,000 bushels an hour to one dock spout. With its two trippers working, each belt will deliver 7,500 bushels per hour to each of two dock spouts. Thus, the total capacity of the six shipping belts in the gallery is 90,000 bushels per hour. The design of the twelve Weller trippers is such that grain can be spouted to either side of the pier from any belt. This arrangement assures the greatest flexibility. Grain can leave the shipping bins by any belt, and be delivered to any hatch of any vessel along either side of the pier.

Between the trippers and each dock spout is a hopper or reservoir having a capacity of 1,400 bushels. After the trimming and bagging have been started in a certain hatch, grain can be drawn from this hopper, and the belt which was used on that dock spout can fill the reservoir above and then be put on some other work while the trimming and bagging is being done.

All conveyor belts travel at a speed of 800 ft. per minute.

All conveyors are equipped with spur gear drives enclosed in solid sheet metal housings. The drives of the inclined conveyors of gallery B are equipped with Solenoid brakes to prevent them from slipping back when the motor is thrown out.

If any surplus grain has been carried to the shipping pier, each dock spout is so arranged that it can deliver grain to a return belt which conveys the surplus back to the warehouse where it will be delivered to one of the auxiliary legs and weighed. The shipping pier is provided with a marine leg for receiving grain by water and grain from the marine leg will be carried to the warehouse by means of the same belt which is used for the surplus grain from hoppers.

On each side of the pier are berths for two vessels, so that four vessels of the deepest draught entering the port can be loaded simultaneously. The twenty-six shipping spouts on each side of the pier are 15 inches in diameter and 75 feet long. Each of the heavy spouts is electrically operated for rapid handling and hand cranks are provided for their operation in case power fails. Flood lighting has been provided for night operation.

## The Office Building.

The two story and basement office building of the Port Richmond Elevator is spaced well apart from the elevator and attractively finished in stucco. The frame is of concrete, the curtain walls of cinder block, neatly plastered, with oak interior trim. The floors are of a smooth cement finish, and the roof is 2 layers of 2-ply roofing.

On the second floor is a vault with heavy door and metal frame.

In the basement are separate locker rooms and lavatories for the white and colored people. Shower baths are provided. The office building has its own hot water and heating system, the heating boiler and hot water and hot water storage tank being in the basement. All windows have steel sash, with all sections arranged for ventilation.

Superintendent Jere Mahoney has an office in the building, which also accommodates the grain inspectors of the Commercial Exchange and the federal supervisors force, a complete laboratory being installed for their use.

The Port Richmond Elevator is being operated by the Philadelphia Elevator Co. Frederick Jaspersen is manager of the elevator.

## Supplied Equipment.

The house was designed by the Fegles Construction Co., and erected by The M. A. Long Co., under the supervision of G. E. Carlstrand and J. S. Johnson.

One hundred fifty-five motors were supplied by the General Electric Co.

Over 11,000 D. P. Superior elevator cups were supplied by K. I. Willis & Co.

The grain car unloaders were supplied by the Link Belt Co.

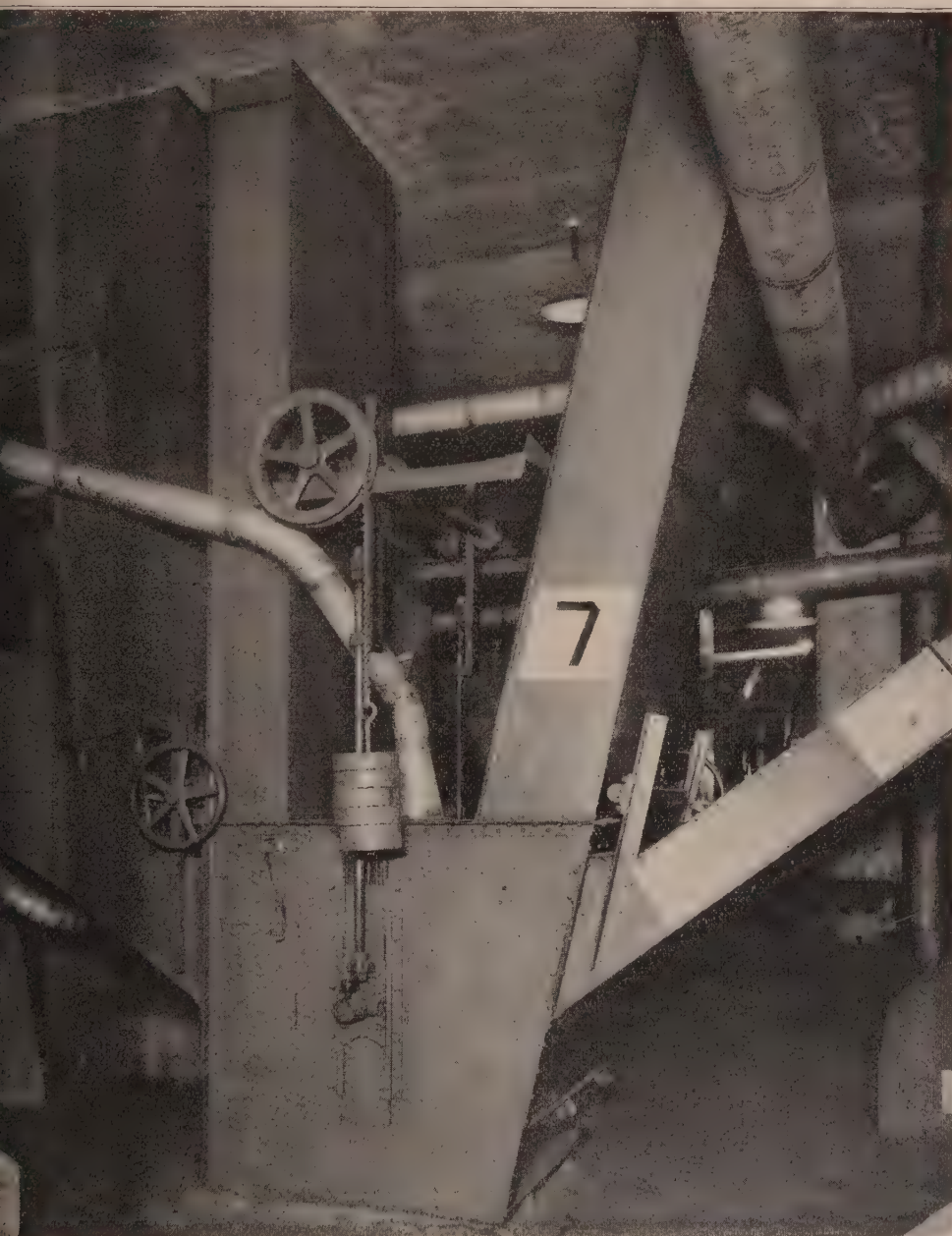
All idlers for carrying the 8½ miles of conveyor belts are Monarch anti-friction Timken equipped idlers furnished by Sprout-Waldron & Co.

Two Texrope drives were supplied by the Allis-Chalmers Mfg. Co.

Two No. 2523 Carter disc separators for the removal of oats and barley from wheat, also two No. 12 Carter Disc cockle and seed machines for cleaning wheat were supplied by the Carter-Mayhew Mfg. Co.

Two No. 10 Monitor wheat smutters with liming attachments were supplied by the Huntley Mfg. Co.

The grain door removers were supplied by the Strong-Scott Mfg. Co.



Boot and Leg Casing of Port Richmond Elevator, Philadelphia. Showing Improved Tension Take-Up and Dust Collector Pipe.



The grain driers by the Hess Warming & Ventilating Co.

The bin thermometers by the Zeleny Thermometer Co.

Silent chain drives were supplied by the Morse Chain Co.

All sheet metal and spouting, marine tower machinery trippers, spotting mules, power shovels for cars and boats, belt conveyor drives and takeups, rail stops, manhoists, screw conveyor, rotary valves for garners and scale hoppers and compressed air mechanism for their operation were supplied by the Weller Mfg. Co. All trippers are equipped with Hyatt roller bearings on the headshaft and the driveshaft.

The Northwest Grain Smut Prevention Com'te held its third annual meeting in Minneapolis, Minn., on Jan. 24, for the purpose of outlining its campaign for the coming season. Smutty wheat receipts were comparatively small from the last crop, reflecting the commendable results of the com'te's educational efforts. R. P. Woodworth is chairman.

Horses and mules increased 99½ per cent in number handled for the month of October, 1927, over the number of those handled in October, 1926; while there was an increase of 13.3 per cent in the number handled at the Public Stock Yards during the one month of October, 1927, over the average number handled during October for a five-year period, 1922-1926. These figures showing increasing demand for horses and mules over the country are supplied by the Horse Ass'n of America from data furnished by the U. S. Department of Agriculture.

The failure of Minneapolis to maintain her position in the export trade can be due to no other reason than her transportation disadvantages as compared with mills nearer the seaboard. With a ship channel into the Great Lakes, flour could move in large consignments, even full cargoes when desirable, at rates practically as low as grain, especially if machinery be installed for the most economical loading. The western millers would be placed in a much more favorable position for export business and also for reaching domestic markets near the seaboard, by way of coastwise routes. Some of them are afraid that the deep waterway will enable foreign millers to obtain our grain so cheaply that they will be able to undersell them in our own markets. This cannot be true, because the waterway will lessen or eliminate the differential now existing in freight rates on grain and flour.—From "Transportation Economics of the Great Lakes-St. Lawrence Ship Channel," by Alfred H. Ritter.

### Philadelphia's Receipts and Exports.

Philadelphia's grain trade has been handicapped by a lack of modern elevator facilities to handle the grain offered, but the volume handled has been quite liberal as is shown by the following table of receipts and exports:

#### RECEIPTS BY CALENDAR YEARS

	Wheat, bus.	Corn, bus.	Oats, bus.	Barley, bus.
1927.....	19,578,572	722,305	1,335,578	1,224,040
1926.....	19,286,920	1,050,794	2,802,042	1,067,765
1925.....	23,193,781	1,391,492	7,289,968	1,239,924
1920.....	27,204,348	2,133,144	3,335,791	129,968
1915.....	34,860,627	3,904,354	18,744,587	617,581
1910.....	8,868,358	2,512,930	5,821,987	129,000
1905.....	5,600,373	9,761,268	10,336,347	52,200
1900.....	6,505,274	33,812,661	9,735,739	521,300

#### PHILADELPHIA EXPORTS

	Wheat, bus.	Corn, bus.	Oats, bus.	Barley, bus.
1927.....	17,380,636	57,830	53,838	1,239,071
1926.....	19,370,215	723,032	1,787,186	1,031,604
1925.....	32,659,132	711,910	5,574,743	1,259,387
1920.....	21,745,371	672,351	30,000	2,322,517
1915.....	30,838,497	1,875,273	9,989,309	1,223,406
1910.....	6,983,720	827,479	.....	.....
1905.....	1,122,293	7,831,200	5,416,246	137,433
1900.....	5,342,215	33,451,170	6,703,246	.....

The receipts of rye at Philadelphia during the calendar years of 1927, 1926 and 1925 were 436,084 bus., 442,876 and 1,472,519 respectively, while the exports for the same years were 421,381 bus., 468,648 and 1,473,307 respectively.

### Electric Equipment for Port Richmond Elevator.

By W. L. WRIGHT, INDUSTRIAL ENGINEERING DEPT., GENERAL ELECTRIC CO.

The maximum flexibility in the arrangement of terminal grain elevator equipment is obtained only when the limitations of location have been reduced to a minimum. With the old system of rope and common line shaft drive, it was not always convenient to locate a leg conveyor fan or separator in the desired position in the plant on account of the method of drive. The result was usually a compromise arrangement of machinery which may have limited the number of parallel or series operations that could be performed for the most expeditious routing of the grain through the house.

With the application of the electric motor for driving elevator machinery the limitations of location are minimized by virtue of the fact that, with individual drive, the various units are mechanically independent and may be located in the position to obtain the greatest flexibility in the flow of the grain. In addition to this important feature of machinery arrangement, it is possible by the selection of motors and control of the proper characteristics, to suit the operating characteristics of the driven machine, to motorize a grain elevator on the basis of economy in first cost, maintenance and power consumption, as well as reliability of operation and safety in application. Such is the system of drive that has been incorporated in the new Port Richmond Export Grain Elevator at Philadelphia.

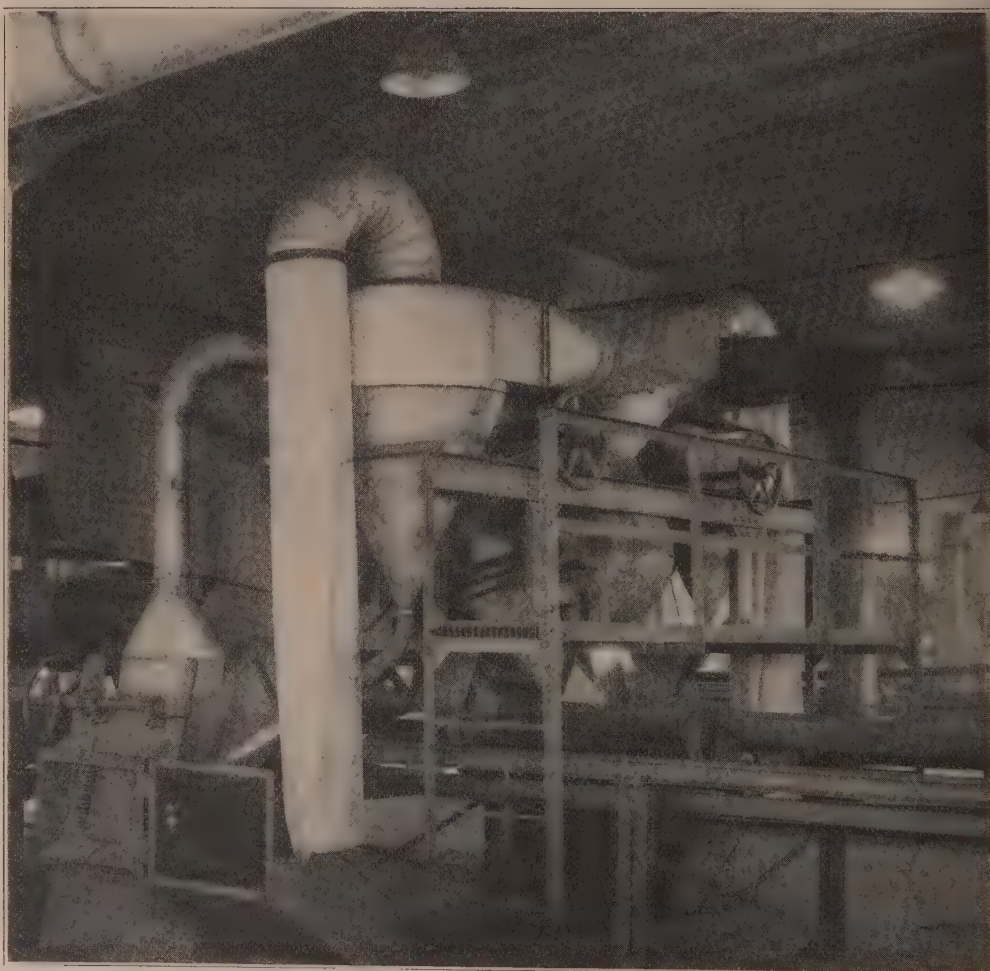
This new modern reinforced concrete plant is situated in one of the largest tide water freight terminals in the world and has a nominal storage capacity of over 2,500,000 bus. with yard and water front facilities for an

ultimate expansion of approximately 6,000,000 bus. storage additional.

The plant is entirely electrically operated involving approximately 165 motors and accessories ranging in capacity from ¼ horsepower to 200 horsepower, aggregating a total of approximately 5,000 horsepower of connected motors. The selection of the electrical equipment for the plant was based on a thorough knowledge of the application requirements taking into consideration the dust hazards to be encountered; power requirements starting and load characteristics of the various types of driven machines; simplicity and dependability of the applications with the view of minimizing operating and attending personnel, and to render the plant capable of instant performance when called upon to operate. Also adequate protective devices and safety measures were installed to prevent improper operation and for proper protection to electrical apparatus as well as the driven machinery.

The electric equipment for the plant consists of 40 deg. C. rated open type sleeve bearing squirrel cage motors arranged for full voltage starting employing simple cross line magnetic type control. The builders' specification required that the motors develop at least 175% of full load torque on starting and that the current inrush during the starting period does not exceed 450% of the full load rated amperes of each motor. It was further specified that the motors for the belt conveyor drives have 225% starting torque while the motors for the fan drives do not exceed 175% starting torque. The reason for limiting the starting torque in case of the fan drives was to prevent injurious mechanical strain on the fan rotors during the accelerating period.

The conditions surrounding practically all of the individual drives in the plant were successfully met by the application of the double squirrel cage high torque and high reactance



One of the Special Trippers Over Storage Bins of Port Richmond Elevator, Philadelphia. A Trailer Carries Complete Dust Collecting Equipment.



11 voltage starting induction motors known as the types FTR and FT respectively. The type FTR motor is particularly suitable for elevator legs, belt conveyors and similar applications requiring high starting torque to overcome the high static friction of a multiplicity of bearings, bending of heavy stiff belts over pulleys in addition to starting and accelerating an unbalanced load on the leg or conveyor in the same is accidentally stopped while full of material. The type FT high reactance motor is particularly suitable for fan drives and similar machines involving relatively low starting and accelerating torques where low inrush current is desired with full voltage starting.

While it is desirable in the case of elevator legs and belt conveyors to have sufficient starting torque available in the prime mover to start the driven machine successfully under all normal conditions of operation as outlined above, it is on the other hand equally important to limit the maximum torque that can be exerted on the drive shaft of the driven machine to such a value that will not cause damage to the machinery or introduce a possible fire hazard due to slippage of the shaft pulley in the belt in case of severe shock or abnormal overloads accidentally imposed. Based on a study of the performance of elevator legs of various capacities and speeds, it is found that at least 175% to 200% of the normal running torque should be available for starting under the various conditions that might reasonably be expected. It is also found that approximately the same values will apply for the average belt conveyor. It is therefore obvious that a motor with high torque characteristics normally rated to drive the machine at full capacity would also be capable of starting the load from rest. With the ordinary squirrel cage motor commonly known in the trade, employing a compensator to limit the inrush current to a permissible value, it is found that the starting torque, which varies as the square of the voltage impressed, will fall off approximately the normal load value or less. Thus in order to start a load of this kind successfully it is necessary to select an oversize

motor on the basis of the actual horsepower requirements in order to obtain sufficient starting torque to start the load, resulting in large initial cost of equipment and less efficient operation.

The three main receiving legs of 25,000 bushels per hour capacity each with a vertical lift of 220 feet are each driven by FTR high torque motors rated 200 horsepower, 600 r.p.m., 2,200 volts, 3-phase, 60 cycles, direct connected through a flexible coupling to the pinion shaft of a double reduction herring-bone speed reducer connected to the elevator head shaft. The motor is mounted on a base extension of the gear set forming a very strong and compact arrangement of drive.

The two auxiliary receiving and the six shipping legs each of 15,000 bushels per hour capacity with a 220-foot lift are driven through geared speed reducers similar to the main receiving legs with high torque FTR motors each rated 125 horsepower, 720 r.p.m., 2,200 volts, 3-phase, 60 cycle. In addition to the above, there is one pier leg located at tower B, of 15,000 bus. per hour capacity with 110-foot lift driven by an FTR, 60 horsepower, 900 r.p.m., 2,200-volt, 3-phase, 60 cycle motor through a gear set. There is also one marine leg of 4,000 bus. per hour capacity located at the pier and driven by an FTR, 15 horsepower, 900 r.p.m., 440-volt motor through a spur gear speed reducer.

The conveyor system of the plant consists of 10 48-in. belts each of 25,000 bushel per hour capacity varying in length from 96 feet to 224 feet and a rise of from horizontal to 20 feet. There are thirty-three 36-in. belts of 15,000 bushel hour capacity varying in length from approximately 60 feet to 860 feet. All belts run at approximately 800 feet per minute and are all separately driven through double reduction spur gear reducers direct connected to high torque FTR motors ranging in capacity from  $7\frac{1}{2}$  to 75 horsepower.

#### Additional plant equipment

Two oat clippers, each driven by an FTR, 75 horsepower, 900 r. p. m., 2200-volt motor through Texrope drive.

Three cleaning machines, each driven by an

FTR, 25 horsepower, 1200 r. p. m., 2200-volt motor.

Two car pullers of the friction type, each driven through geared speed reducers by FTR, 75 horsepower, 720 r. p. m., 440-volt motors.

One car spotting machine, driven through geared speed reducer by FTR, 50 horsepower, 720 r. p. m., 440-volt motor.

Five car shovel equipments, each driven by KT,  $7\frac{1}{2}$  horsepower, 1200 r. p. m., 440-volt motors.

One ship shovel, driven by an FTR, 40 horsepower, 900 r. p. m., 2200-volt motor, connected through spur gear set.

Twenty-six Dock spout motors rated KT, 5 horsepower, 1200 r. p. m., 440-volt.

Thirty centrifugal fans for dust collecting system direct connected to FT and KT motors.

Four drier house fans, chain connected to FT motors, each rated 30 horsepower, 720 r. p. m., 440-volt.

**Automatic Solenoid Brakes:** In lieu of the conventional mechanical backstop usually employed with elevator legs, each of the main auxiliary receiving and shipping legs as well as some of the important conveyor belts are equipped with automatic solenoid brakes. In the case of the elevator legs, the brakes are mounted on the pinion shaft integral with the speed reducer, while for the conveyor drives they are mounted on the outboard end shield of the motor. These brakes are electrically operated and designed to exert a counter torque on the driven machine at least equivalent to the normal running torque of the motor with which they are used.

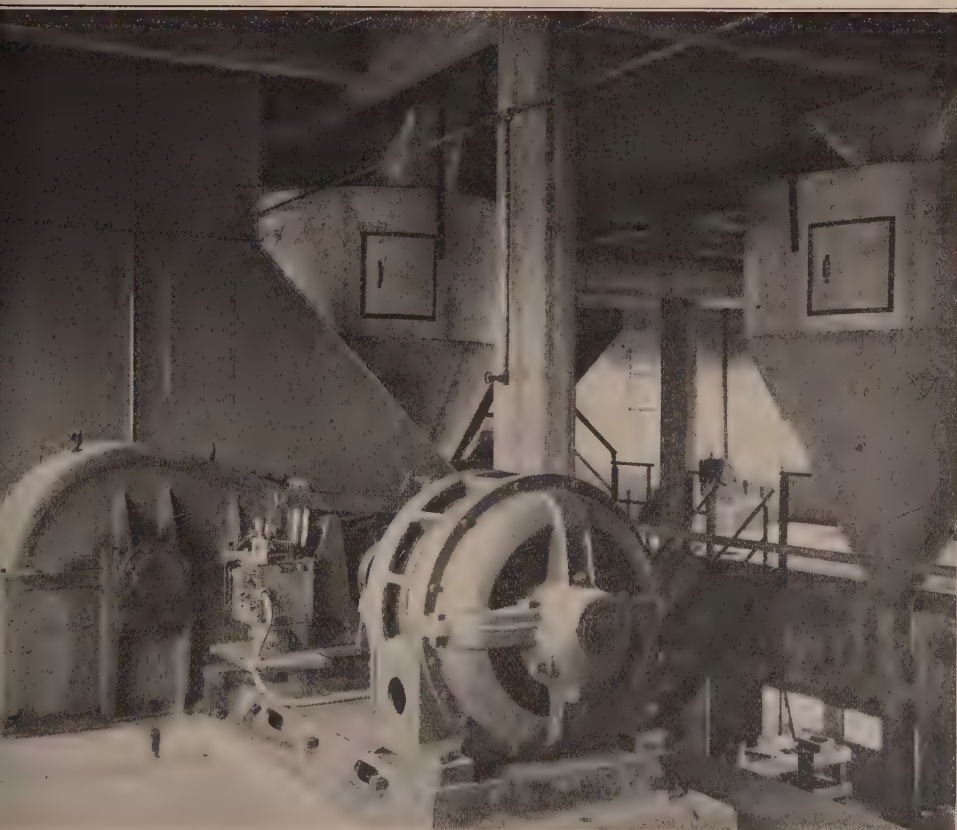
The brakes are of the spring weight type and held in the open position by the solenoid which is energized by a single phase current connected directly across two lines at the motor terminals. In case of motor stoppage due to the failure of power or tripping out due to overload, the weight and spring act immediately and apply the brake and smoothly stop the machine. In order to prevent the setting of the brake in case of a single phase operation, where the phase opened might be the one across which the brake is connected, each of the motor control panels with which brakes are used is provided with open phase relays which automatically cut off power to the motor in case any phase is opened.

Although the brake shoes are made of non-burning material the possible hazard that exists on account of the friction heat generated at the surface of the brake wheel made it necessary totally to enclose the entire brake in a dust-tight sheet metal box readily accessible for inspection.

**The dust hazard** in the grain handling industry is a matter of common knowledge. Various means have been developed to offset or control this potential source of destruction. Elaborate dust collecting systems for the removal of grain dust at the source of emanation are in use. Pressure sprinkler systems located at strategic positions throughout the plant are considered necessary in up-to-date houses, buildings are designed of fire-proof material and arranged to prevent dust explosions by automatically relieving the pressure in the various compartments. Every means is taken in the construction of elevator machinery and its method of drive to eliminate all possible sources of fire directly or indirectly caused by ignition or heat generated by revolving parts such as the arcing of electric contacts exposed to explosive dust, the failure of bearings, slippage of belts or the overheating of brakes and clutches.

**Distribution and Control:** In case of the modern terminal house involving a great number of individual motor applications similar to the Port Richmond House requiring a network of power distribution circuits throughout the plant, the question of safety becomes a subject of consequence. Generally speaking two schemes suggest themselves as a possible solution of the control equipment and power distribution problem of the modern motorized plant.

Scheme No. 1 as applied to the electrically operated elevator may be briefly described as an arrangement of motor control in which the



Phase, 60-Cycle, High Torque Motor with Solenoid Brake, Driving 15,000-bu. Receiving Leg in Port Richmond Grain Elevator, Philadelphia.



control device is located adjacent to the motor and subjected to the prevailing dust conditions of the plant.

Scheme No. 2 provides for the motor control devices to be grouped together into specially arranged dust-tight compartments in various parts of the plant with provision for operating same by remote control stations located near the motor.

In the case of Scheme No. 1, it is necessary to render the control device safe for operation in a hazardous location. The degree of safety will depend upon the method of enclosing the device to prevent the entrance of dust and the smothering of the arc. Oil immersed contacts with dust-proof cases have been used for such applications. However, frequent inspection is necessary to prevent the accumulation of dust in the oil tank from reaching the pole and arcing across causing the possible danger of failure of equipment. Air brake contactors enclosed in a metal case provided with gasket flanges for dust tightness have also been used. However, after years of service with periodic removal of the covers, the device cannot be guaranteed as always being dust tight and perfectly reliable. To provide adequate enclosures adds considerably to the cost of the equipment and at the same time, usually occupies valuable space on the plant floor.

In case of Scheme No. 2, the multiplicity of hazards as outlined in case No. 1 is eliminated by placing the control devices in separate dust-tight compartments built into the plant, forming small isolated power distribution rooms for groups of motors in various parts of the plant. This system makes it possible to employ commercially standard industrial control devices and methods of installation at a considerable saving in cost of equipment, as well as greatly reducing the fire risk of the plant.

**Distribution:** The Port Richmond house is designed to take advantage of the centralized system of power distribution arranged as follows. Power for operating the plant is supplied by the Philadelphia Electric Company transformed at the substation by four banks of transformers totaling approximately 3,225 k-v-a. Power service enters the building from separate banks at 2,200 and 440 volts connecting with the high and low voltage buses of the main distribution switchboards located in the basement control room in drier house No. 2. From the 2,200-volt switchboard eight feeders—each protected by the usual disconnect switches and oil circuit breaker with overload trip and necessary instrument for determining current and power—are taken off, one to Tower A control room, two to tower B, one to the cleaner floor control room, one to the bin floor control room and three to the lower head floor control room. From tower B room a high voltage feeder is carried to the marine tower control room and to gallery C control room. Also a second feeder is taken to the lower control room in tower B.

From the 440-volt main distribution switchboard similar feeders run as follows: Two feeders subdivided to form a subdistribution center within the same room, protected by the standard fused type disconnecting switch; six small feeders are taken off, two of the drier house control room, and one each to the cleaner floor, Tower B, lower head floor and compressor control rooms respectively.

A second feeder also subdivides in the basement control room from which a group of feeders are taken to each of the three dumpers track shed, car spotter and car puller respectively. From the track shed room a 440-volt feeder is carried along gallery C to the main tower for supplying the marine legs and dock spout motors.

A third low voltage feeder is connected to a bus supplying a 20-panel control board located in the same room for operating a group of miscellaneous motors in the workhouse. The pent house passenger elevator and

fire pump service are maintained by a separate 440-volt feeder supplied by a separate emergency 440-volt transformer bank to insure operation in time of need. The lighting service throughout the plant is served by a separate transformer bank from a lighting distribution panel located in the basement room by a six-wire 110/220-volt system.

**The choice of voltage** for the various motors depended not only upon the size of the motor involved but upon its location as well, in which an economical balance between copper conductors and difference in cost of high and low voltage equipment was effected. Generally motors of 30 horsepower and over were arranged for 2,200 volts. However, there are instances where due to the nature of the drive and the proximity to the particular voltage supply, motors larger than 30 horsepower were used on low voltage and vice versa.

**The motor control devices** generally employed in the plant are of the CR-7006 Y1 full voltage start, magnetic type equipped with thermal relay for overload protection with the undervoltage release incorporated in the remote control circuit. All of the high voltage control as well as the low voltage switches for use with motors of 30 horsepower and above are of the oil immersed type, the remainder of the control for low voltage motors of smaller rating are of the air brake type enclosed in dust-proof enclosures. In the case of the 26-dock spout motor control along Gallery C, it was not convenient to provide a separate room, making it necessary to employ dust-tight control. For this group of motors the CR-7006 V4 oil immersed dust-tight grease seal magnetic controls were used. The builders' specifications required all high voltage control switches to meet the following conditions:

- (1) Interrupting capacity R. M. S. amp at 2200 v.—1000 amp.
- (2) Short time capacity R. M. S. amp. at 2200 v.—4000 amp. 1 sec.
- (3) Short time capacity R. M. S. amp. at 2200 v.—2000 amp. 5 sec.

The object of this requirement was to insure that such a switch be suitable to protect the motor and intervening circuits properly and also to carry any short circuiting currents a sufficient length of time to allow the main feeder oil circuit breaker to function and interrupt the circuit. With the standard fuse protection for low voltage circuits, the inter-

rupting capacity of the low voltage control devices was not as important, and a standard design of apparatus answered the purpose.

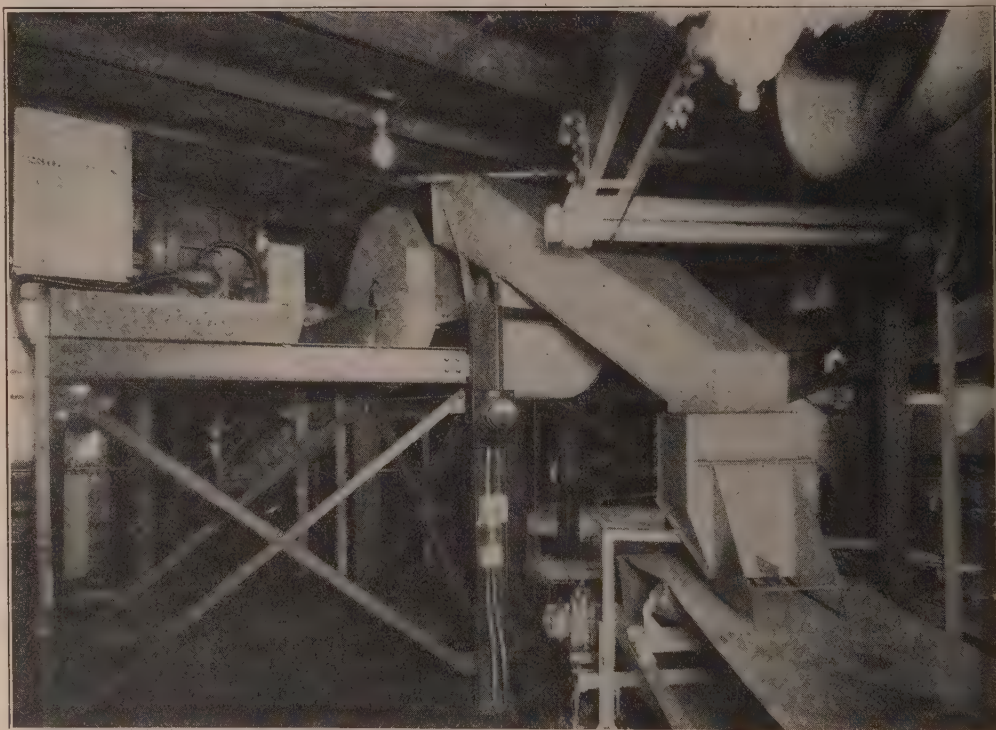
The remote control stations employed throughout the house were especially designed to meet the requirements of the Underwriters Laboratories for installation in hazardous locations in grain elevators. The switch known as the CR-2960 SY-69 is enclosed in a dust-tight rectangular sheet metal box arranged for wall mounting. The cover is provided with a thick rubber gasket and is designed to render the switch inoperative when the cover is removed, by removing the operating handle also. This feature prevents the possibility of exposing any arc with the cover removed and insures that the switch is completely assembled before it can be operated. Provision is also made for locking features whereby the switch can be padlocked in the open position rendering the control inoperative in case it is desired to work on the motor or machinery.

In addition to the special control stations located at the motors or in a position near the machinery operated, each high voltage control panel is provided with a stop push-button station and control selector switch at the panel to permit inspection and work on the control panels in the various control rooms. All low-voltage control panels are provided with the standard safety type disconnect switch. The control circuits for all high voltage panels are obtained at 440-volts from special step-down control transformers tied in with the feeder from which the group of motors receives power.

Special ammeter stations are provided near the main operating stations on the floor for the principal drives, including legs and conveyors. Thus the operator can accurately judge the performance of the equipment as regards the degree of loading or abnormal condition of operation.

**With the network system** of grain flow as developed for the Port Richmond plant, where a number of belts and legs are required to operate in sequence moving large quantities of grain at a high speed, it is important to interlock the controls of the motors driving the various machines operating together to prevent spills and serious choke-ups in case one part of the system fails to function.

As a typical instance of the interlocking



Conveyor Belts of Port Richmond Elevator, Philadelphia, and Start-Stop Station with Ammeter Attachment.



em employed in the Port Richmond house, following will illustrate the system: The parallel conveyors leading from the ship-bins in the workhouse to the loading dock arranged in three tiers. The travel of n is in sequence from the shipping bins to er A, approximately 250 feet with approxi-ely 32-foot rise; then to tower B, a distance 750 feet with approximately 60-foot rise, thence along gallery C, a horizontal run of feet to the trippers and dock spouts. The trols for motors driving the A and B con-ors are each equipped with MC-9 timing ys so arranged that within a few seconds r starting the gallery C conveyors, the B up will automatically start, followed after her short interval with the A group of veys.

The control circuits are so interlocked that, any belt in any of the six parallel lines pens to stop, the belt feeding into it will antly stop, following through to the source grain flow without affecting other belts of system. Provision is further made on each the control panels to throw from automatic eration to manual operation for testing and pection of any belt without making it neary to operate other belts in the series.

n similar manner the motor controls of the eiving and shipping legs are electrically erlocked with their respective conveyors ich makes it impossible to start the equip-ent except in the proper sequence. Stopping e leg automatically stops the belt feeding into boot.

In addition to the grain handling equipment the plant there is a complete automatic tele-one system providing intercommunication be-en the various control rooms and other im-rtant points. There is also a synchronous nsmmitter system for inter-communication be-en the various bins and the central control ice which permits the head binman to observe d direct the disposition of grain at all times.

**Montreal, Que.**—The fleet of 16 grain ves-els operated by the Mathews Steamship Co. to be augmented by the addition of two w bottoms now under construction in ngland, to be finished for the Spring open-g of navigation season

## Seals and Weighing.

By J. A. Schmitz, Chief Weighmaster, Chicago Board of Trade, before Indiana Grain Dealers Ass'n, Jan. 13.

I am glad of this opportunity to talk to you on the subjects of weighing and proper facilities therefor. I do not recall a time when the percentage of our grain receipts, from points east and southeast of Chicago, has been as high as during the past two years. Hence, I take it that our Department of Weights has weighed considerable grain for members of the Indiana Grain Dealers Ass'n. Incidentally, if any of you have had experiences, of any character, in which Chicago weights have been concerned, which you would like to discuss with me, I would be glad to have you take them up while I am here. Such personal discussions between shippers and terminal weighmasters, concerning matters of weight, should prove mutually helpful.

**Proper facilities for weighing and handling grain to cars:** The correct answer to this mooted question (if the answer is to be practical and of value), is dependent on three factors, to wit: (1) Local physical conditions in each individual country elevator which conditions vary materially; (2) volume of grain to be weighed which, obviously, will largely determine the amount of money to be spent for the facility and its installation; and (3) whether or not the weights to be determined are to be used for settlement purposes between buyer and seller. It is very well for claim agents and weighing authorities to emphatically express themselves on the inadequacy or unsuitability of this or that facility for determining weights of carload shipments at country elevators. But any such expression, applied generally, that fails to concede that physical conditions, volume, and purpose, are practical factors directly related to this problem, can be brushed aside as prejudiced; or they are made without full knowledge of all of the circumstances involved. The fact that it is practical to define, with exactitude, facilities, that shall be used at terminal markets, where settlement weights are determined, does not necessarily indicate that such a course is practical at country grain elevators. On the other hand, I have inspected much equipment at country points, the character of which did not suggest that much attention had been given to the possibilities and the needs of the situation. Even so, grain handling and weighing facilities are often inherited, so to speak. In any case, they cannot be changed over night, as some of those advocating the recognition of only so-called "Class A" facilities would have us believe. We have learned that accuracy is not dependent entirely upon the type, or the capacity, of a facility, but rather upon its proper care and maintenance, and upon its correct operation. I shall endeavor to drive this point home to you, by asking a series of questions as follows:

**Hopper Scales.**—Is your hopper scale provided

with a recording beam; if not, do you check the weights by entering the number and denominations of the hanger weights used in weighing each draft, comparing this record with the weight set down?

Is the mechanism of your hopper scale clear of all obstructions?

Do you make frequent examinations of the clearance between the revolver of the scale and the spout into which it leads?

Is there any condition existing that may cause grain to go astray on its way to the car?

When was your scale last tested by a competent scale man? And was it tested under a full load?

Do you know that in testing, test weights should be applied to all four corners of your hopper scale?

Do you know that the accepted tolerance for hopper scales is one-half pound for each one thousand pounds?

Do you know that weighing authorities have specified that the minimum amount of test weights needed to properly test hopper scales is eight per cent of a scale's capacity?

**Automatic Scales.**—Is your automatic scale so located that all grain weighed through it must go to the car? Or is your scale so located that the grain must be re-elevated after weighing? If so, what precautions do you take to see that all the grain weighed reaches the car?

How often do you examine the boot, and the hopper leading to it, and the casing, the elevator head, and the spouts, of the leg you use to re-elevate the grain after weighing, to assure their grain-tight condition?

Do you see to it that the compensator is properly adjusted at the beginning of the weighing of each carload; and that its accuracy is checked at least four times during the weighing of each carload?

How often is your automatic scale balanced? Rules for operating automatic scales provide for the removal of all weights and for balancing once each week. How often is your automatic scale tested by a competent scale man?

Is your scale kept clean?

Do you make a check of the weights in the weight box each time you load a car?

Do you keep a continuous record of the automatic counter of your automatic scale; and does this record agree with your book record of shipments?

What is the condition of your loading spout? When did you examine it last? Is the lower side wearing thin? And when do you think it will wear through?

**Wagon Scales.**—When installing your scale, did you give first consideration to its proper location in the interests of the welfare of the scale itself, rather than your own convenience? If not, are you making up for it by additional care?

Is your scale "housed," or otherwise protected against the elements?

Is the scale pit properly drained; and is it kept clean? Do you know that a dirty, wet, scale pit is the prime source of deterioration of the scale parts; and that more scales rust out than wear out?

Do you know that the deteriorating effect of a wet pit extends to every part of the scale installation? Do you know that rapid deterioration of the vital parts of a scale hastens that period of inaccuracy that precedes the overhauling, or the replacement, of wagon scales; and the large expense incident thereto?

Do you know that clearances around the scale platform should be of such dimensions that ordinary inspection will disclose any interference?

Do you know that the beam and the extension, or shelf lever, of a scale should receive additional protection in "housing," since these parts, especially the beam, are most quickly affected by corrosion?

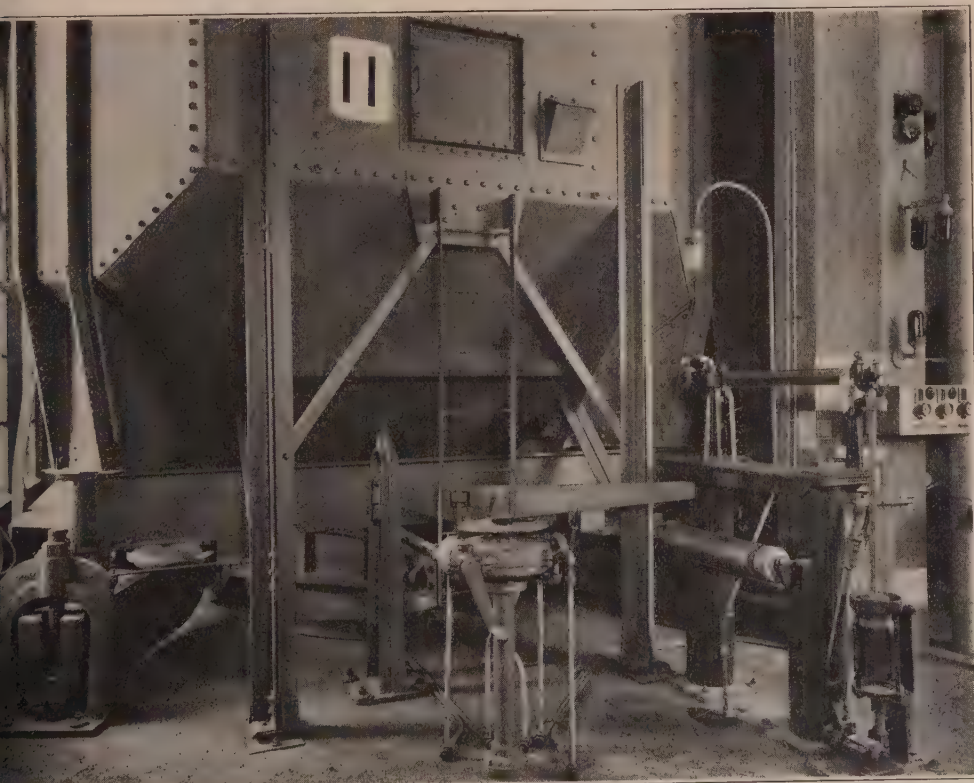
Do you know that dirt in the notches of a compound beam will cause considerable error?

Do you know that test weights to the amount of at least ten per cent of the capacity of a scale are necessary to properly test a wagon scale? Do you know that all scales should be tested empty, and loaded to their working capacity?

When was your scale last tested? Did you have a competent scale man make this test?

**Records.**—Do you use a bound book for entering all weighing records? Do you enter your records of weights, immediately on making the weighing? Are the entries in your weigh book original entries, or are they copied from cards or other temporary memoranda?

Does your record contain all information regarding the car, including initial, car number, each draft, how checked, seals under which the car left your station, and so forth?



Scale Beam and Hopper of Port Richmond Elevator, Philadelphia, Showing Compressed Air Valves for Operating Valves of Hoppers and Garners, Also Signal Lights and Bells.  
[See pages 105 to 113 and outside front cover.]



## Feedstuffs

**Enumclaw, Wash.**—The Murphy Feed Co. has opened a branch here.

**Napa, Calif.**—The Napa Feed Co. recently commenced operations here.

**Sapulpa, Okla.**—C. W. Dodgen recently sold his interest in the Sapulpa Feed Co.

**Mallory, N. Y.**—George M. Preston has purchased the feed business of George Bradbury.

**Walnut, Ill.**—Some new equipment has just been installed in the feed plant of Gonigam & Bass.

**Portland, Ore.**—Notice of dissolution of the Northwest Feed & Supply Co. is announced.

**Manaco meal from Java** is being imported by a Seattle (Wash.) firm as a stock food substitute.

**Pomona, Calif.**—Glenn Gould has sold out his feed business which he operated for some time here.

**Clarence, Ia.**—Arthur Bachman bought the Arnold Pruess Feed Mill at auction recently for \$4,300.

**Sherburne, N. Y.**—Thomas P. Gaines & Son, feed and flour dealers, have incorporated for \$150,000.

**Beggs, Okla.**—Floyd Bright is operating the recently opened feed mill set up here by Sam Bright of Okmulgee, Okla.

**Montreal, Que.**—Victor Cote is now feed and flour sales manager for the Quebec Oats Co. thruout the Province of Quebec.

**St. Joseph, Mo.**—The feed mill and storage elevator for the Famo Feed Milling Co. has been completed and is now in operation.

**Mayfield, Ky.**—The Dairyman's Feed & Supply Co. succeeds the Graves County Feed Co. having purchased all their stocks.

**Rolfe, Ia.**—Shimon & Ivey will install an 80-h.p. Fairbanks-Morse Standard Type "VA" diesel engine for operating their feed mill.

**Murry (R. F. D. Exeland), Wisc.**—A feed grinder is being installed in the newly completed feed warehouse operated by Herman Gerber.

**Milwaukee, Wisc.**—A three-story fireproof warehouse with 140 carloads feed and flour storage capacity is to be erected for The Kotvis Bros. Co.

**Bartley, N. J.**—The James M. Conover Feed & Flour Mill, which he has owned for nearly fifty years, was recently sold to his son, John H. Conover.

**York, Pa.**—A petition in bankruptcy has been filed by the Community Mixed Feed Mills Co., listing assets (real estate) at \$3,000 and liabilities at \$12,750.

**Centralia, Ill.**—M. P. Young & Sons have bought out and will continue the feed, flour, etc., business formerly conducted by the Rasche Flour & Feed Co. here.

**Kansas City, Mo.**—The National Hay & Milling Co.'s alfalfa meal plant, taken over by the Purina Mills last Fall, is now being operated by the latter interests.

**New Orleans, La.**—Marx Bloch, 78, member of the New Orleans Board of Trade and a retired rice dealer, died earlier this month. His brother, Lazard, survives him.

**Cairo, Ill.**—E. G. and Laura R. Pink, and Roswell M. Rennie have incorporated Pink & Co., with capital stock of \$25,000, to deal in feed, hay, grain, flour, etc.

**York, Pa.**—The Anderson Grain & Feed Co. was issued a charter on Jan. 5. The capital stock of the organization is \$150,000. J. T. Anderson is treasurer.—P. J. P.

**Boston, Mass.**—Weekly radio broadcasts were commenced Jan. 12 by Park & Pollard, feed and grain dealers. The evening musical program comes over WBZ and WBZA.

**Memphis, Tenn.**—J. J. Wade was recently re-elected vice-president of the Memphis Baseball Ass'n. He is pres. of John Wade & Sons, feed and flour manufacturers.

**The American Feed Manufacturers Ass'n** will hold its twentieth annual convention at West Baden Springs Hotel, West Baden, Ind., on May 24, 25 and 26, inclusive.

**Humbird, Wisc.**—S. H. Van Gorden & Son, feed merchandisers of Black River Falls and Alma Center, Wisc., have bought out the feed business of John Michael here.

**San Antonio, Tex.**—The Animal Food Products Co. is now the name of the Land L. Food Co. Capital stock of the concern has simultaneously increased from \$5,000 to \$10,000.

**Memphis, Tenn.**—S. Tate Pease was recently named a member of the City Plan Commission by the mayor of that city. Mr. Pease is actively interested in the Happy Feed Mills.

**Mt. Sterling, Ky.**—W. H. Pieratt has reorganized the feed business he formerly operated under his individual name to be hereafter known as the Mount Sterling Flour & Feed Co.

**McGaheysville, Va.**—The J. N. Davis Feed Mill and warehouse burned on Jan. 2. The company's Riverbank Mill, on the Shenandoah River, burned shortly before that, it is understood.

**Hammondspont, N. Y.**—A new tile feed mill for Robert H. Howell, replacing the one which burned Nov. 6 with an accompanying loss of \$15,000, has been completed and is now in operation.

**Johnson City, Tenn.**—C. L. DeBord recently completed a 60-ton dairy and poultry feed plant, to be operated in conjunction with his new 800-bushel meal and 200-barrel flour mill.—P. J. P.

**Durham, N. C.**—E. A. and L. T. Rogers, veteran feed manufacturers and merchandisers of the Southeastern trade, have organized J. T. Rogers & Co., Inc., with a capital stock of \$50,000.

**Lincolnton, N. C.**—B. J. Ramsaur, John W. Daniel, and other recently announced incorporators of the Lincolnton Milling Co., chartered with \$15,000 capital, plan to manufacture feed and flour, etc.

**Petaluma, Calif.**—Fire originating in an electric motor on the fourth floor of the brick feed manufacturing plant of the Golden Eagle Milling Co. did \$15,000 damage recently. Insurance covered the loss.

**Pittsburg, Kan.**—The Pittsburg Elevator Co., which manufactures a line of poultry and dairy feeds, has gone to a five and a half day week with six days pay for its employees. A. L. Scott is pres. of the company.

**Coopersville, Mich.**—An assignment for the benefit of creditors has been made by the Charles R. Parrish Co., feed millers. Liabilities total \$17,000. The Michigan Trust Co. is assignee. The business will be continued.

**Prospect Plains, N. J.**—Bennett, Denison, Clayton & Co., Inc., has been incorporated with capital stock of \$125,000, to deal in feed, by Samuel E. Bennett, William T. Denison, Bertram S. Clayton and Fred W. Heidinger.

**Fort Wayne, Ind.**—The Wayne Feed Mills, Inc., has been incorporated with an initial capital stock of \$100,000, to own, construct, maintain and operate grain elevators, flour, cereal and feed mills. Incorporators are: D. W., H. W., and S. W. McMillen, H. D. Egly, A. G. Phillips, T. L. McGee and J. F. Kine.—P. J. P.

**Montpelier, Ind.**—Dr. A. Buckmaster has resigned his position with the Hoosier Mineral Feed Co., as divisional manager, and accepted a position as State Manager of Indiana for the Dr. Hurtz Mineral Feed Co., Cincinnati, O.

**Norfolk, Va.**—The Service Produce Co., the new name of the Merchants Feed & Produce Co. of Keystone, W. Va. The stock of the organization was increased from 25 to 500 shares. Headquarters are now located in Norfolk.

**Loogootee, Ind.**—The Loogootee Mfg. & Grain Co., the incorporation and incorporation of which were announced in the last number of the Journal, will engage in the manufacture of feed and flour, chartered to buy all kinds of grain, feeds, flour, etc.

**Pine Hall, No. Car.**—The H. H. Williamson corn mill, chop mill and a 25-barrel self contained feed mill, built during the summer and fall months by Mr. Williamson and his three sons, is now operating. A 300-lb. batch mixer is also installed.—P.

**Albion, Nebr.**—Complete feed manufacturing equipment is to be installed in the properties of the Albion Milling Co., just purchased by S. A. Savage of G. A. Henderson of Sterling, Colo. Mr. Savage has operated the plant the past year.

**Changing classification on feedstuffs**, grain products and grain by-products, which was considered by the carriers at a hearing held in Chicago on Jan. 17, would have the effect of requiring said articles be shipped only in new bags, second grain bags excepted.

**Requiring manufacturing plants** employing one hundred men or over to notify the Federal Trade Commission when contemplating a shut-down of a month or more duration, is being vigorously opposed by Georgia manufacturers doing an interstate business.

**Gerber, Calif.**—Russell & Macauley, dealers in grain and hay, of Sacramento, have purchased the large alfalfa meal mill formerly operated by Somers & Co. The 2,000 sacks daily plant will be reconditioned and altered to meet the requirements of the new owners.

**Hood Mills, Md.**—The Hammond Mill here has come into the possession of P. Frederick Obrecht & Son, feed, grain and hay firm of Baltimore, Md. The properties are being remodeled and equipped preparatory to operating an ultra-modern feed manufacturing plant.

**Parish, N. Y.**—Homer E. Luddington, 80, former feed mill operator here, died at his son's home in Fulton, N. Y. When the son, Frank G. Luddington, purchased the Gilbert & Nichols mill at Fulton a few years back the elder Mr. Luddington retired. A daughter also survives.

**Newton, Ill.**—It is the Faller Feed & Flour Mill which O. L. Gray is expected to open and operate here. His intentions to engage in this line were announced in this column of the last number of the Journal, but at that time it was not known whether he would lease or build.

**Boston, Mass.**—John F. Lapham died at his home in Winthrop Highlands on Jan. 5, following an illness of several weeks. He was a member of the Grain & Flour Exchange since its foundation, and was actively interested with his son, Otis, in the cereal brokerage firm of Lapham & Lapham.

**Cedar Falls, Ia.**—The Brown-Fallgatter Co. was recently incorporated with a capital stock of \$60,000. The Chickasaw Mills, owned by the Sloat-Fallgatter Co., and the Union Mill operated for the past two decades by Harry I. Brown, will be merged under the control of this newer organization. W. A. Fallgatter is pres. of the combined enterprise. Mr. Brown, the sec'y-manager, while Kermit Fallgatter is the superintendent of both plants.



**Lyden, Colo.**—John Goess has leased the Glen Mill and will engage in the manufacture of cereals, feed and flour.

**Bluff, Ark.**—The capital stock of the Bluff Feed Mills was just increased from \$100 to \$150,000. Extensive improvements will be made on the physical properties of the institution. Charles L. Whyte is general manager.

**Pennsylvania Feedingstuffs Law** requires registration of dog feeds offered for sale within the confines of the state's borders, just as with other kinds of feeds. A minimum fine of \$50 is provided for failure to register.

**Spokane, Wash.**—Equipment designed to increase the vitamins in whole grain cereals has been installed in a special cereal treating department of Dr. McCormick's Whole Grain Laboratories here. Cereals are subjected to intense light rays which increase vitamins, it is claimed.

**Buffalo, N. Y.**—The membership of the Buffalo Millers & Feed Dealers Ass'n held its mid-winter meeting here on Jan. 20. H. J. Carr, a former director, is now sec'y of the organization. The attendance from the Western New York was very gratifying. The Automobile Show was in progress at the same time.

**Memphis, Tenn.**—The capital stock of the Central Feed Mills, the incorporation and incorporators and other details of which appeared in this column of the last number of the Journal, is reported to be \$5,000. The Pease & Dwyer elevator and warehouse have been taken over and will be operated. H. Dwyer is president, and J. B. Riley, sec'y-treas.

**Springfield, Mo.**—The Boyd-Pate Grain Co. has purchased small feed manufacturing properties near here, presumably to operate during the interim until its new plant is run and completed this coming Spring. The properties formerly operated by the company were burned Dec. 7, as set forth in detail in this column of the last number of the Journal.

**Sherman, Tex.**—S. A. Hays is manager of the recently completed feed mill just placed in operation by the Sherman Oil Mill Co. The new plant has 20 tons manufactured dairy feed capacity, the bins being arranged in carload units. The plant is equipped with ultra-modern grinding, mixing, cracking and grading equipment. Down to the conveyor equipment, everything is electrically operated.

**Woodstock, Ont.**—The new mill of the Weston-Purina Co. commenced operations Jan. 4. This unit was formerly the plant the Peerless Cereal Mills, and was purchased last Spring by the St. Louis feed and meal manufacturers. The properties have been altered and extended to meet the needs of the new owners. C. W. Hedrick is general manager of the plant, and Charles Wood is superintendent.

**Bedford Falls, Ia.**—Another feed and oat by-product industry is reported to be contemplating locating here. Molasses feeds, a full range of balanced rations, special feeds for stock and poultry, manufactured oat products, and general custom grinding service will be offered. The new company is now being organized and is understood to contemplate operations here in the near future in a plant of its own.

**Galveston, Tex.**—The Galveston Rice Milling Co. has purchased the properties of the Seaboard Rice Milling Co., which the former had under lease for quite some time, for a reported \$50,000. The Seaboard company has succeeded by the Comet Rice Co., which is sold to Beaumont (Tex.) interests. The building and half the machinery was leased to the Comet company on formation of the Galveston company. Operations will continue, and the present owners plan an extensive expansion program.

**East St. Louis, Ill.**—S. T. Edwards is designing a two-unit feed plant for the Wayne Feed Mills branch here of The McMillen Co. of Fort Wayne, Ind. The properties were formerly operated by and as the Golden Grain Milling Co., a subsidiary of the Arcady Farms Milling Co. of Chicago. The change in ownership was recorded in this column of the Oct. 10, 1927, number of the Journal.

**Sebewaing, Mich.**—The Thumb Bean Ass'n met here last month, adding two new members at that time, viz., The Bad Axe Grain Co., and the Pigeon Elevator Co. The entire membership favored a market price of \$5 or better for beans at the discussion engaged in following the banquet. The four-year old organization now has 60 elevators in Huron and Tuscola counties and the northern half of Sanilac numbered among its membership. Ed. Aymer of Fairgrove is pres., and G. E. Marotzke of Sebewaing, the sec'y-treas.

**Rice interests of Texas** will spend \$600,000 a year for the next five years for national advertising. Distribution of samples, demonstrations and recipes for appetizing dishes are included in the publicity "demand creating" campaign. The rice millers of Arkansas, Louisiana and Texas have signed up, almost unanimously as supporting the project. The contract calls for 5c a barrel of rice milled on and after Mar. 1, 1928. Jennings, La., is headquarters for the National Rice Ass'n, as these interests are called.—P. J. P.

**Murfreesboro, Tenn.**—The capital stock of the Shawnee Mill & Grain Co., cattle and poultry feed manufacturers, the incorporation of which organization was announced in this column of the Nov. 25 number of the Journal, is now given out as being \$50,000. It was originally understood that funds raised by popular subscription to a municipally supported stock organization would be spent in the construction of a \$25,000 feed manufacturing plant on the N., C. & St. L. tracks. Incorporators are B. E. and K. B. Roberts, James M. Butler, C. R. Tilford and Eugene Black.

**East St. Louis, Ill.**—S. T. Edwards is designing a complete feed plant for the manufacture of a full line of feeds for the Always-A-Head Mills, Inc., a subsidiary of the Black & White Milling Co. The plant will consist of three units with a combined capacity of 1,000 bags of feedingstuffs an hour. As reported in this column of the last number, the plant of the Black & White Milling Co. was destroyed by fire last fall. Changing the name of the company, as previously explained, is capitalizing on a popular brand name. Eventually the present subsidiary will entirely succeed the parent organization, it was announced. E. C. Andrews and E. C. Andrews, Jr., and E. F. Dunmeyer were given as the incorporators.

**Jamestown, Ind.**—Further information on the installation of a Miracle Molasses Mixing Machine installed here in the plant of the Busenbark Grain Co. of Crawfordsville (which initial announcement appeared in this column of the Dec. 10 number), is to the effect that this new machine is the first to be installed in Indiana. The equipment thoroughly mixes molasses with the grain and forage to be fed animals so that the prepared feed can be easily handled both by the feeder and the livestock to be fed. Molasses has long been recognized as one of the best animal foods for the production of growth in young livestock as well as a fat producer for the mature animal; but the handicap has been that it is an impossibility in cold weather and a messy job at any other season to mix molasses with the other ingredients of a well balanced ration. The machine used is capable of injecting as high as a 50 per cent charge of molasses in such a way that the finished article can be sacked, or even stored in bulk. The company mixes according to the patron's own formula.—Newton Busenbark.

## New Feed Trademarks.

**The Indiana Farm Bureau Purchasing Department**, Indianapolis, Ind., has filed trademark Ser. No. 254,136, "I. F. B. 20% PAIL FILLER DAIRY RATION," particularly descriptive of stock feeds.

**The City Mills Co.**, Columbus, Ga., has filed trademark Ser. No. 258,163. It consists of the likeness of three chickens drawn on an egg and accompanied by the words, "UNCLE DAN'S," and is particularly descriptive of chicken feed.

**J. A. Sturges & Co.**, Easthampton, Mass., have filed trademark Ser. No. 256,383, particularly descriptive of dairy feed, stock feed and poultry feed. The trademark consists of placing within a diamond shaped figure the initials of the firm "JASCO."

## Adulteration and Misbranding

**Hazelhurst Oil Mill & Fertilizer Co.**, Hazelhurst, Miss., shipped 180 sacks of misbranded cottonseed meal into Louisiana, deficient in protein, alleged federal authorities, in ordering the product destroyed by the U. S. marshal on July 8, no claimant having appeared.

**Mutual Cottonseed Oil Mill**, Fort Worth, Tex., shipped 400 sacks of misbranded cottonseed cake screenings into Kansas, deficient in protein. On Dec. 17, costs of the proceedings and the execution of a \$500 bond was imposed, conditioned in part that the article be rebranded to show the true contents.

**Planters Cottonseed Products Co.**, Dallas, Tex., shipped 400 sacks of misbranded cottonseed meal into Colorado, deficient in protein content, per federal charges on July 6 in imposing costs and the execution of a \$550 bond, conditioned in part that the article not be sold or otherwise disposed of contrary to law.

**The Sturges Co.**, Meridian, Miss., shipped quantities of adulterated and/or misbranded feed into Alabama, deficient in weight, in package form and the quantity of the contents not plainly and conspicuously marked on the outside of the package, etc. On Sept. 20, a plea of guilty to the information was entered on behalf of the company, and the court imposed a fine of \$50.

**Greenco Oil Co.**, Greenwood, So. Car., shipped 175 sacks of adulterated and misbranded cottonseed meal into North Carolina, deficient in protein, etc., according to federal testimony in February, 1927, when product was released to claimant on payment of costs, and the execution of sufficient bond, conditioned in part that product be relabeled under the supervision of the U. S. Department of Agriculture.

**Nixon Grain & Elevator Co.**, Augusta, Ga., shipped 172 sacks of misbranded horse and mule feed into North Carolina, deficient in protein, according to federal testimony on Jan. 6, 1927, when no claimant appeared for the property and judgments of condemnation and forfeiture were entered and it was ordered by the court that the product be sold, without guaranty or brand, by the United States marshal.

**Cokato Milling Co.**, Minneapolis, Minn., shipped 26 sacks of misbranded feed barley into the District of Columbia, according to federal testimony on July 6, when W. S. Hoge & Bro., Washington, D. C., claimant, having admitted the allegations of the libel and having consented to the entry of a decree, judgment was entered finding the product misbranded and ordering its condemnation and forfeiture, and it was further ordered by the court that the product be released to the said claimant upon payment of the costs of the proceedings and the deposit of \$25 to secure that it not be sold or otherwise disposed of contrary to law.

**John H. Leslie Co.**, Chicago, Ill., shipped 200 sacks of adulterated apple chops into Ohio, an analysis of a sample of said article showing the presence of arsenic. On Oct. 1 the J. M. Smucker Co., Orrville, O., having appeared as claimant for the property and having admitted the allegations of the libel, judgment of condemnation and forfeiture was entered, and it was ordered by the court that the product be released to the said claimant upon payment of the costs of the proceedings and the execution of a bond in the sum of \$500, conditioned in part that it be reconditioned in compliance with the requirements of the federal food and drugs act.



## Supply Trade

That grain elevator equipment of American manufacturer is gaining favor in foreign lands is evidenced by the fact that 1927 exports of this equipment increased \$100,000 over those of 1926.

**Buffalo, N. Y.**—Effective Jan. 3 the name of the Gutta Percha & Rubber Mfg. Co. was changed to Hewitt-Gutta Percha Rubber Corp., with executive offices here and branches at Chicago, Pittsburgh, Denver, New York, Boston, Philadelphia, Salt Lake City, El Paso and Los Angeles.

**Chicago, Ill.**—"Know the temperature of your stored grain" is the admonition contained in Catalog 6, of the Zeleny Thermometer Co., which gives valuable information on the prevention of heating grain in storage. A copy of this book will be sent Journal readers who write requesting it.

**Schenectady, N. Y.**—The General Electric Co. is favoring its friends with a handy memo book, bound in morocco, and giving various electrical data as well as other mechanical information. The book contains, in addition to diary space, many blank pages for miscellaneous notes, and condensed maps of the world.

**Dallas, Tex.**—Max Ortlieb, who is known by every grain dealer, feed and flour miller in the Southwest, is celebrating his 50th year with the Fulton Bag & Cotton Mills. Mr. Ortlieb opened the office in this city in 1881, and the opening of the factory here in 1905 was largely due to his efforts. That he may enjoy many more years of health, happiness and prosperity is the sincere wish of his many friends.

**Cleveland, O.**—Merger of four gear manufacturing companies to form the world's largest gear corporation, with resources estimated at \$6,000,000, was announced Jan. 13, by F. W. Sinram, who will head the new organization. The companies involved are Van Dorn & Dutton, Ohio Forge, Wm. Ganschow Co. and Fawcus Machine Co. Gears & Forgings, Inc., is the name of the consolidated corporation which will maintain headquarters here.

Prospective builders of grain elevators should be cheered by the news that building material prices are the lowest that they have been in more than 10 years.

**Allis-Chalmers Mfg. Co.** has opened a new district sales office at Phoenix, Ariz., covering the states of Arizona, New Mexico and Northern part of the Republic of Mexico. This office will be under the supervision of J. B. Cooper, formerly located at Los Angeles. A branch office has been opened at San Antonio, Tex., with E. R. Hury in charge. This is a branch of the district office at Dallas. A branch office is also being opened at Grand Rapids, Mich., with G. C. Culver in charge. This is a branch of the Detroit District Office.

### Making a Profit in Feed Grinding.

Giving the customers what they want is getting the business for the elevators doing feed grinding. The demands of the customers are getting greater every day, and the dealer who can not meet competition loses what trade he has to the other fellow.

The sale of other feeds goes well with the grinding business. The customer will buy more high protein feeds and other products from the elevator man who is equipped to do better grinding and make any feed the customer wants.

The Farmers Elevator Co., of Hampton, Ia., using a "Jay Bee" Hammer Mill, showed a net profit of \$2,623.76 in eight months, or an average net profit of \$327.97 per month, on an investment of less than \$3,000. This makes a net profit of 131 per cent on the investment, which should not be overlooked as a real paying proposition.

The Farmers Co-operative Incorporated Society, Sheffield, Ia., showed grinding receipts of \$2,127.75 in eight months with power charges of \$758.70. This would leave a net profit of \$1,369.05. But the sum of \$8.50 per month for other power in the elevator was charged to the "Jay Bee" mill; and this really ought not to be. This \$68 should be deducted from the power charge of \$758.70, leaving a profit of \$1,437.05. The "Jay Bee" investment here is \$1,300. On this basis for a year the net profit would be 165 per cent.

The Cerro Gordo Farmers Co., Mason City, Ia., have had its "Jay Bee" mill three years.

Most of the grinding has been oats, for hog feed. F. A. Keim, manager, showed yearly statement of grinding receipts, \$4,100; total power cost, \$1,641; total net earnings from grinding, \$2,509. The "Jay Bee" investment is \$1,500. This is a net profit on the investment of 167 per cent.

In Williams, Ia., a small town of about 1,000 people, are two grinding establishments. The Farmers Elevator Co. has the "Jay Bee" which cost less than \$3,000. The Farmers Elevator Co. showed grinding receipts of \$2,305.20 in eight months, which is more than was done by the other mill. The power is 6c per K. W. H.

Of course, depreciation should be figured off of net profits. But with a "Jay Bee" mill, replacements, wear and tear, and repair expense is so little that it is practically negligible. Zimmerman & Gottsch, Springfield, Neb., after grinding 150,000 bus. of grain and hundreds of tons of roughage sold their old "Jay Bee" mill to get a larger one. They showed a depreciation of less than one-tenth cent per bushel of the old mill.

There is only one way to get business and make money, and that is to do your work well.

The engraving herewith shows "Jay Bee" Model S, Direct Connected Mill in plant of F. S. Wertz & Son, Reading, Pa., feed mill and mixers. The Wertz plant specializes in fine oat grinding.

**Proposed federal legislation** impairing restricting state grain inspection laws being opposed at hearings on the bills, Washington, D. C., by representatives of the Minnesota Grain Inspection Department, Minnesota Railroad & Warehouse Commission, and the Minnesota House and Senate Committees on Marketing.

**Reuben H. Donnelley**, former member of Chicago Board of Trade and a stockbroker some years ago, paid back \$640,000 in debt plus compounded interest contracted while member of the partnership of Knight Donnelley, from which debts he had been absolved twenty-two years ago through bankruptcy. The stock house failed in 1900. He later joined the printing and publishing concern that now bears his name and won success.

### I. C. C. Activities.

**Reparation** has been awarded the Cargill Commission Co. of the charge for reconsigning a car of oats at Willmar, Minn., in May, 1924.

**Reparation of unreasonable cross-town switching charges** on grain has been awarded the Davis-Noland-Merrill Grain Co., Kansas City, the application being to the rates in effect before Mar. 5, 1924.

In 19454, Embury E. Anderson et al., v. A. & C. C. find rates on coarse grain and sorghum grain, from Texas to Mississippi, Alabama, Georgia, South Carolina and Florida, via Memphis, not unreasonable, but unduly prejudicial and order removal of the undue prejudice.

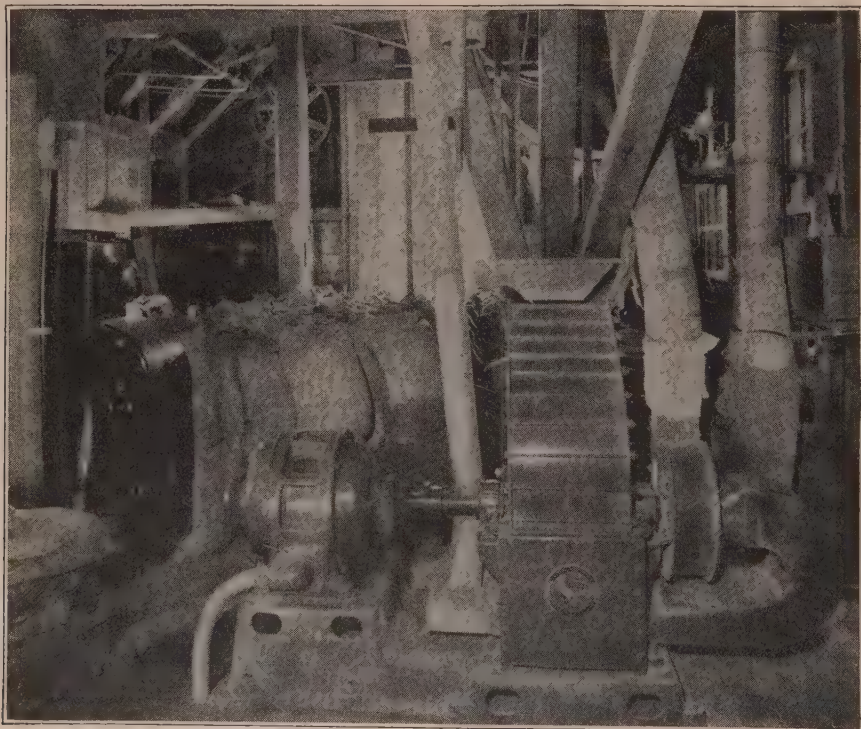
### Chicago Hearing on Hoch-Smith.

When the hearing by the Interstate Commerce Commission reconvened at Chicago Jan. 10, Dr. M. O. Lorenz, director of the Commission's Bureau of Statistics, testified that the entire western district the revenue produced by rates on wheat for the average haul was 20.2 cents per 100, and the cost of performing the service was 13.7 cents. The revenue produced on flour was 16.7 cents and the cost 20.6 cents.

**U. G. POWELL** of the Nebraska Commission testified as to costs in Nebraska, a haul of 500 miles costing 15.1c per 100 lbs.

**JOHN A. KUHN**, traffic manager of the Omaha Grain Exchange, objected to Mr. Powell's suggestion that transit privileges and of line haul should be paid for.

**J. L. COLLYER**, traffic manager of the Florida Board of Trade, said that the granting of a reduction of 3 cents in the rate on wheat from Omaha to Chicago would seriously disrupt market relationships.



"J-B" Hammer Mill in Plant of F. S. Wertz & Son, Reading, Pa.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, movements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Moam Springs, Ark.—The A. B. C. Produce Co. has installed an electrically driven feed

Bluff, Ark.—The Whyte Feed Mills has raised its capital stock from \$50,000 to \$100,000. Plans for 1928 call for extensive plant movements and trade expansion. The plant adds an elevator.

## CALIFORNIA

Santa Barbara, Cal.—Logan & Bryan of Chicago have opened a branch office in the Biltmore hotel.

Yuba, Cal.—Fire starting from an electric motor in the brick mill owned by the Golden Eagle Mfg. Co. caused damage estimated at \$15,000. The loss was covered by insurance.

Los Angeles, Cal.—James E. Bennett & Co. of Chicago announce direct California wire connections with Los Angeles and Oakland. The connection is with J. J. Loftus & Co., who have offices in the Stock Exchange Bldg., and in Pasadena. H. G. Lane & Co. of Oakland and San Francisco, who have been the direct correspondent for the past year, now have a private wire at Oakland.

Los Angeles, Cal.—Notice of an assessment of \$5 per share on the capital stock of the Shells Grain & Mfg. Co. has been mailed to the stockholders of the company. The assessment is payable Feb. 7 and after Mar. 12 stock on which the assessment remains unpaid will be sold at auction on Mar. 30. Proceeds from the assessment on the capital stock will be used to increase working capital and to liquidate current indebtedness. Economies already effected have reduced the operating expenses one-third and individual salaries 50%. Officers under the new management are: C. S. Cruickank, pres.; O. B. Bell, vice-pres., and C. C. Walk, sec'y.

## SAN FRANCISCO LETTER.

The Stewart Flour Co. has bot the whole wheat flour mill of the Seven Grain Co. and is installing equipment which will give the mill daily flour capacity of 400 bbls.

At a meeting of the local grain trade, E. L. Smith, Wm. L. Shaw, L. R. Woodhull, J. B. Oster and E. P. McNeal were appointed as a committee to nominate the candidates for the grain committee to be elected Jan. 27.

A. Hillebrandt, for 7 years mgr. of the local office of the Seattle Flour Mills Co., has resigned and with his family will return to his old home in Copenhagen, Denmark. H. W. Taylor of the Tacoma Grain Co., Tacoma, Wash., will have charge of the local office temporarily.

In compliance with the California quarantine order No. 5, prohibiting the admission of cottonseed into California from any locality or state wherein the boll weevil or pink boll worm is present, quarantine guardians are refusing admittance of grain which contains cottonseed, and are giving the consignee or owner the option of immediately eliminating all cottonseed by screening or other approved methods of shipping the grain outside the state. No storage or grinding or crushing of grain is being permitted until all cottonseed is removed and burned.

## CANADA

Port Arthur, Ont.—P. C. Watt is general supt. of the 5,500,000-bu. elevator of the United Grain Growers Co.

Carman, Man.—It is reported that pool members in this district recently decided to build a 10,000-bu. elevator.

St. Boniface, Man.—It is reported that the Manitoba Wheat Pool has bot the elevator of the Red River Grain Co. for \$60,000.

Vancouver, B. C.—The Columbia Grain Elevator Co., Ltd., has let the contract for a wooden annex which will hold 55,000 bus.

Sarnia, Ont.—The Sarnia Wine & Cognac Co. is building a grain elevator, costing about \$50,000, on reclaimed land in the bay.

Winnipeg, Man.—Reginald Henry Sidders, an official of the dominion grain inspection department, died Jan. 9 at the age of 38 years.

Vancouver, B. C.—Donald R. McLean has been appointed mgr. of the Vancouver Terminal Co., Ltd., and the Pacific Terminal Elevator Co., Ltd.

St. Mary's, Ont.—A. T. Jeffries, vice-pres. and sales mgr. of the Wolverton Flour Mills Co., Ltd., was appointed to that position recently to succeed the late Wm. Simpson.

Glenwood, Alberta.—The elevator of the Alberta Pacific Grain Co. burned the night of Jan. 10, with a total loss of \$55,000. This is the fourth fire to have visited Glenwood elevators within 12 months.

The Canadian government will send out a Better Seed Special Train some time in March. On this train will be carried the latest models and most approved types of seed cleaning and seed grading machinery.

Winnipeg, Man.—It is reported that approximately \$5,000,000 will be spent by the Western Canadian Grain Pool for the erection of 100 to 150 grain elevators in Alberta; 150 in Saskatchewan; and 40 in Manitoba. Geo. M. McIvor is general sec'y with offices at Winnipeg, Man.

Calgary, Alberta.—The United Grain Growers, Ltd., sold 27 country elevators during the past year to the Alberta Co-op. Wheat Producers, Ltd.; 19 country elevators were leased to the Saskatchewan Co-op. Wheat Producers, Ltd., for five years; and one elevator was leased to the Manitoba Co-op. Wheat Producers, Ltd.

Midland, Ont.—It is understood that the C. P. R. has acquired an interest in the new Midland-Simcoe elevator, completed a short time ago, and that plans are now being made to extend the C. P. R. line from Port McNicoll to this house. At present it is served by the C. N. R. The elevator has a capacity of 2,000,000 bus.

Port Arthur, Ont.—The Saskatchewan Pool Elevators, a subsidiary of the Saskatchewan Wheat Pool, has awarded a contract to the Thunder Bay Harbor & Improvement Co. for the pile driving and building the foundations ready for the concrete for the company's new elevator. The contract calls for the driving of 20,000 piles and putting in place 1,500,000 ft. of sheet piling. The elevator will have a capacity of 6,000,000 bus.

Vancouver, B. C.—Steps to shorten the shipping delay brot about by the grain situation were promised by the Harbor Board to a number of masters of ships in ports at a recent hearing. The captains of eight of the vessels were invited by the port authorities to present their complaints for consideration of the commissioners. During the discussion the matter of a ship holding a berth to await grain that was not in the elevator, was brot up and this condition will be rectified. In future, when a ship at berth is not able to obtain its grain the ship will be moved out to make place for another vessel that has grain in the house.

Ft. William, Ont.—The Searle Terminal Elevator Co., Ltd., of Winnipeg and Minneapolis has let a contract to the Fegles Construction Co. for a 3,000,000-bu. elevator to be built in Ft. William on the Mission River. Ground work will be started early this winter and the plant is expected to be ready for operation about the middle of September. The elevator will be of reinforced concrete. Its handling capacity will include facilities for unloading and cleaning about 100 carloads of grain in a 10-hr. day. The extreme width over the workhouse will be 158 ft., the workhouse will be 200 ft. in height, and the length of the plant over all will be 640 ft. Contract for the piling has been let to Stuart McKenzie and Bruce Morrison.

Vancouver, B. C.—The Alberta Wheat Pool awarded the contract for the construction of the super-structure of its \$2,000,000 elevator to J. W. Stewart, Ltd. The Northern Construction Co. has the contract for the sub-structure.

Toronto, Ont.—The Reliance Grain Co., Ltd., is a new concern that is to engage in terminal elevator and general trading. Smith, Murphy & Co., Ltd., is one of the components. A public issue of bonds and preferred shares has been put on the market in Montreal and Toronto.

## COLORADO

Atwood, Colo.—The Sterling Mfg. Co. has leased the elevator of the Atwood Grain Co. J. E. McTee is local mgr.

Denver, Colo.—The Colorado Mfg. & Elevator Co. recently transferred its local elevator offices from the local terminal to the general offices of the company. The offices of the Denver elevator and the country line of 28 elevators will hereafter operate under the supervision and direction of the Rocky Mountain Grain Co., the grain department of the Colorado Mfg. & Elevator Co.

## ILLINOIS

Arlington, Ill.—The Gallagher Grain Co. expects to enlarge its elevator.

Williamsfield, Ill.—The Farmers Grain Co.-op. Ass'n has commenced work on a feed mill.

Albion, Ill.—The Browns Elevator Co. is replacing its oil engine with a 30-h.p. electric motor.

Paxton, Ill.—The Farmers Grain Co. has had its wagon scale rebuilt by the Superior Scale Co.

Mattoon, Ill.—The Big Four Elevator Co. has had its wagon scale rebuilt by the Superior Scale Co.

Newton, Ill.—Plans are being made to open the Fuller Mill for the manufacture of feeds and flour.

Woodland, Ill.—The Woodland Farmers Co-op. Elevators has increased its capital stock from \$40,000 to \$75,000.

Galesburg, Ill.—George Allen is equipping a plant for feed grinding. He will have complete electrical equipment.

Magnolia, Ill.—H. E. Hutton, grain dealer, has bot the Hunter Allen lumber business and will conduct the two businesses from one office.

Meredosia, Ill.—Lawrence Reege is the new mgr. of the Meredosia Farmers Grain Co. I am still employed as elevator man.—N. S. Bushnell.

Colfax, Ill.—The E. F. Freeberg Co. of Chicago has bot the grain brokerage business of E. S. Lyons. Mr. Lyons will act as mgr. for the new owners.

Walnut, Ill.—Gonigam & Bass have replaced their 24-in. attrition mill with a 32-in. one driven by two 40-h.p. motors. Other machinery has also been installed in this feed grinding plant.

Chatsworth, Ill.—Kohler Bros. are having their driveways rebuilt and lowered and the covered entrance removed. A hydraulic dump for trucks is being installed and the entire south side of the east elevator rebuilt.

Allerton, Ill.—We have installed a new 10-ton Fairbanks Truck Scale in both our elevators and a 6-ton Fairbanks Scale in our corner. The installing was done by Geo. Betzeberger of the Fairbanks Co.—Ralph B. Allen, Harry Allen Grain Co.

Cairo, Ill.—About a month ago a temporary transfer house was placed in operation under the supervision of the Halliday Elevator Co. This transfer house is only for the pressing needs of the situation and will not serve as a permanent plant. Plans are under consideration for the construction of a large transfer and storage house at this point, having the ability to afford facilities for the storage of grain in public storage and enlarging the facilities for the exportation of same thru the gulf ports. These plans are all subject to the authority of Congress and detailed plans for the same have not yet been perfected. A survey of the needs of the federal barge line is now being made under the direction of Sec'y Hoover's department at Washington. This survey will disclose the pressing needs for additional facilities for operation of the barge line and will probably be incorporated with the plan for elevator facilities here at Cairo.—H. E. Halliday Elevator Co.



Adrian, Ill.—Earl DeHaven, who has been employed by the Atwater Elvtr. Co. for the past four years, has accepted a position with Lamson Bros. at Quincy.

Fairmount, Ill.—The Fairmount Grain Co., incorporated; capital, \$25,000; by Z. A. Terry, A. H. Gunder and J. V. Lawson; to deal in hay, grain and other farm products.

Block Station (Sidney p. o.), Ill.—Wesley & Rising of Leverett have bot the elvtr. of the Coon Elvtr. Co., and will operate it under the name of Wesley & Rising. A. H. Shelby will continue as mgr. of the business.

Easton, Ill.—Chas. Hurd Hall, aged 74 years, who had been active in the management of the Easton Grain Co. following the death of Edward S. Easton, his brother-in-law, in 1901, died recently at his home in Peoria.

Windsor, Ill.—J. H. Wallace, J. M. Smith and Walter Donaldson have formed a partnership and have bot the business of the Farmers Hay & Grain Co. at Stewardson. The principal office of the company is at Windsor.

Adrian, Ill.—J. L. Atwater, mgr. of the Atwater Elvtr. Co., was instantly killed Jan. 11 when struck by a C. B. & Q. passenger coach. Mr. Atwater, who was deaf and used an ear trumpet, was walking from his home, about 3½ miles from Adrian, to his office in town. He was on the tracks and failed to hear the warning signal of the train. Mr. Atwater was about 60 years of age. He is survived by his wife and one son, Roy.

#### CHICAGO NOTES.

The plant of the Williams Grain Co. at W. 39th and Stewart ave., was damaged by fire Jan. 20.

O. Hollander, who has been with McKenna & Strasser for a number of years, is now associated with D. Rothschild Co., succeeding F. A. Joss, resigned.

F. J. Bittle and Fred Thatcher were elected directors of the Board of Trade Clearing House at the annual meeting. The clearing house had a profit of \$100,139 in 1927, against \$58,157 in 1926.

Morton Larson, O. J. Bader and P. W. Wagner, traveling representatives of the former firm of Henry Rang & Co., will be continued with W. C. Moorhead & Co., which succeeded the Rang company.

Edward Shields Adams, 68 years old, at one time vice-pres. of the Board of Trade, died recently after an illness of several months. He was a cousin of Cyrus and Harold McCormick and before his retirement was pres. of Edward S. Adams & Co.

The new Board of Trade directory at its meeting Jan. 24 appointed Edward J. Dies, ass't to the pres.; Walter S. Blowney, ass't sec'y; W. R. Meadows, cotton registrar, and reappointed all the minor employes and different inspectors. No appointment of sec'y or attorney has been made.

At the first meeting of the new Board of Trade officers the following com'tes were appointed: Warehouse, Kenneth S. Templeton, David Howard Lipsey, Fred T. Bascom; grain, Fred I. Bascom, W. J. Farrell, A. B. Lord, Frank A. Miller, Roland McHenry, G. A. Wegener, Alex Moore.

Statements in a local newspaper that Chicago is losing its cash grain trade on account of the rule of the Board of Trade governing bids for grain to arrive has aroused the resentment of members, who have asked the business conduct com'te to trace to its source the article reflecting on the market.

B. A. Eckhart, pres. of the B. A. Eckhart Mfg. Co., has made a generous gift to the University of Chicago to be used in the erection of a new building for physics, mathematics and astronomy, to cost \$950,000. The amount of Mr. Eckhart's gift has not been made public. The building will be known as the Bernard A. Eckhart laboratory.

H. A. Rumsey, chairman of the com'te on new building, in his recent report to the members said: "Due to the extreme difficulty in securing the necessary space for even inconvenient exchange operations, we are only able to say that we have very promising locations in mind on which we are working constantly. It appears now that we shall have to remain in our present quarters until November of this year, but the committee assures the membership that everything has been done and no effort will be spared to accomplish the desired end which is the commencement of construction on the new building."

James J. Fones, sec'y of the Board of Trade and a member of the exchange for 38 years, will not seek re-election this year. He plans to go with his family to Pasadena, Cal., on March 1, where he will represent E. A. Pierce & Co. Mr. Fones has been a director and vice-pres. of the board for 9 years and sec'y 5 years. He is considered the best informed man on exchange rules on the board.

McNamee & Co. is a newly organized co-partnership between Herbert McNamee and Lawrence J. Ryan, formed to do a strictly futures commission business in all grains, cotton and provisions, in the Chicago and all other terminal markets. For the present no cash receiving business will be solicited, tho the new firm is organized to handle cash receipts on contract. Offices are maintained at 347 Postal Bldg.

Another hearing on the application of the Board of Trade Warehouse Corporation for a license was held Jan. 12, with John R. Mauff urging its approval. The application was taken under advisement, and it is thought the delay in granting the license is due to a fear by the commissioners that the new corporation would become a monopoly, questioning the advisability of having any warehouseman on the board of five controllers.

During the year 1927 the weighing and custodian department of the Board of Trade weighed 184,868 cars, compared to 202,455 cars in 1926. Grain weighed to and from boats was as follows: In store, by lake vessels, 4,783,576 bus.; out of store, by lake vessels, 45,890,898 bus.; transferred by transfer boats from elvtr. to elvtr., 2,776,469 bus.; total, 53,450,943 bus. In 1926 a total of 60,524,246 bus. were weighed. Of the received cars (grain only) 4.9% arrived leaking at the unloading elvtrs. Shipped cars, none.

#### INDIANA

Malden (Valparaiso p. o.), Ind.—The Farmers Co-op. Elvtr. Co. will install a feed mill.

Brownburg, Ind.—Lingeman & Adams have installed SKF Bearings on their elvtr. head.

North Liberty, Ind.—C. S. Wolf has installed SKF Bearings on his corn sheller and head shaft.

Paoli, Ind.—The Springs Valley Mfg. Co. has filed papers evidencing preliminary dissolution of the corporation.

Morocco, Ind.—The Morocco Grain Co., a partnership, which operates two local elvtrs., is being reorganized as a corporation.

Wheatland, Ind.—The Wheatland Grain Co., having lost one elvtr. by fire, will rebuild the burned elvtr. or remodel the second house.

Dundee (Oreston p. o.), Ind.—Progress is being made on the rebuilding of the elvtr. of the Urnston Seed & Grain Co. The plant will be equipped with the latest machinery.

Versailles, Ind.—Wm. A. Parrish has been elected mgr. of the Farmers Mfg. & Elvtr. Co. to succeed Ed. J. Marvin who resigned. The latter will manage a gas and oil business.

Ft. Wayne, Ind.—The Northeastern Hay Dealers Ass'n held its annual meeting here Jan. 9th and elected Louis Reed of Auburn, pres., and C. G. Egly of Ft. Wayne, sec'y-treas.

Reagan (Frankfort p. o.), Ind.—Lloyd F. Simison, member of the Indiana Grain Dealers Ass'n, sustained the loss of his wife on Jan. 13. The ass'n passed a resolution expressing sympathy at its last session. Mr. Simison is a member of the firm of Simison Bros.

Pendleton, Ind.—Geo. O. Rafert of Fortville and Indianapolis and G. A. Pritchard of McComas & Pritchard will incorporate as Pritchard & Rafert and take over the elvtr. and grain business of the Pendleton Elvtr. Co., which they purchased recently thru John McComas. They will overhaul the plant and rebuild the feed grinding department. The house will be painted and equipped with a truck scale. Pritchard & Rafert have also purchased the plant and business of the Pendleton Feed & Fuel Co. and will consolidate its grain, feed and seed business with that of the Pendleton Grain Co. The third plant at this station having been burned recently, this new company should have a thriving business from the start. Mr. Pritchard, who has been operating elvtrs. at Mohawk, Mt. Comfort and Fishers, will continue to live at Fortville and have the management of the Pendleton Elvtr. as well as the other three.

Ft. Wayne, Ind.—The Nat'l Hay Ass'n has decided to hold its next annual meeting here Aug. 20-22. The Commercial Ass'n and the grain and hay dealers of this section will plan to be on hand for the visitors.

Indianapolis, Ind.—Ervin M. Strauss, age 59, connected with the Farmers Terminal Grain Elvtr. Co., died recently at his home at Ames Ind., after a short illness. He is survived by his widow, one son, five brothers and one sister.

Indianapolis, Ind.—O. D. Kendrick has bot the interest of B. F. Sloan in the Kendrick & Sloan Co., Inc., but no change will be made in the name at this time. Arthur Swanson will take charge of the grain end of the business. M. Kendrick is pres. and general mgr.; Arthur Swanson, vice-pres.; M. E. Swartz, sec'y-treas.

Indianapolis, Ind.—The partnership of Hart Maibucher was dissolved on Jan. 14. Donald T. Hart and Willard E. Hart will continue in business under the firm name of Hart Bros. Grain Co. with offices at 820 Board of Trade. C. Wm. Maibucher will operate under the firm name of C. Wm. Maibucher Grain Co. with offices at 621 Board of Trade.

#### IOWA

Dewar, Ia.—Follett & Emert have installed a J-B Feed Mill in their plant.

Weldon, Ia.—Tony Bros. of Decatur have opened a mill for custom grinding.

Logan, Ia.—W. L. Latta's feed mill burned recently. No insurance was carried. The mill will be rebuilt.

George, Ia.—The Farmers Elvtr. Co. has bot out the Behrends Elvtr. Co. and consolidated the two plants.

Humboldt, Ia.—We have bot an oat huller which has a capacity of about 125 bus. per hour.—Farmers Co-op. Ass'n.

Garland (Morning Sun p. o.), Ia.—Carl M. Fisher of Burlington has been appointed receiver for the Garland Elvtr. & Supply Co.

Lamoni, Ia.—The Farmers Grain & Seed Co. is closing out its grocery stock and will discontinue this branch of business.—Art Torkelson.

West Union, Ia.—The Western Terminal Elvtr. Co. of Sioux City has opened a local office in charge of W. J. Coen, formerly of Emmetsburg.

Corwith, Ia.—Burglars recently broke the lock on the safe at the Corwith Co-op. Co. but got nothing. It cost the company about \$60 to repair the safe.

Pacific Junction, Ia.—The office of the F. H. Maxwell Grain Elvtr. Co. was robbed of its adding machine, radio, typewriter and other office equipment recently.

Bancroft, Ia.—The Farmers Elvtr. Co. has filed notice of dissolution. The elvtr. of the company was sold in May, 1926, and the firm has not been operating since.

Plymouth, Ia.—The Farmers Elvtr. Co. has filed an action against W. H. Geer, who for a number of years was mgr. of the company, asking for a final accounting.

Mapleton, Ia.—Wm. Haubrich, owner of the Haubrich Grain & Lumber Co., is building a new home, which when completed will be one of the finest in town.—Art Torkelson.

Elberon, Ia.—Clifton Monroe has leased the west elvtr. of the Farmers Grain & Supply Co. and has installed a J-B Mill for custom grinding. The Farmers recently installed a new cleaner in its other elvtr.

Galva, Ia.—Burglars entered the office of the Galva Union Elvtr. Co. by prying open the back door and attempted to open the safe but were unsuccessful. An almost new rifle that was in the office was all that was taken.

Cedar Rapids, Ia.—The Quaker Oats Co. will shortly erect a new cleaning and drying building on the site of the feed house which burned recently. The building will cover twice the amount of ground occupied by the old structure.

Denison, Ia.—The Doud Mfg. Co., whose plant includes an elvtr., is now manufacturing pancake flour and enjoying success with it by broadcasting over KMA, Shenandoah. Mr. Fitch, the mgr., believes pancake flour is a good addition to his mfg. business. This plant had a hot bearing on Jan. 10, and a fire alarm was turned in, but all danger was over by the time the fire department arrived, as a fire extinguisher was used.—A. T.



nnedy, Ia.—The Farmers Grain Co. incorporated; capital stock, \$20,000; to buy, sell and handle grain, coal, lumber, livestock and other products and supplies; J. B. Spurgeon, president; A. F. Hoy, vice-pres., and Frank Orton, treasurer.

ndier, Ia.—Thos. Pearson, who has been managing the elvtr. belonging to Geo. Johnson, quit business Feb. 1 and return to the home. What disposition will be made of the elvtr. is not known.—Art Torkelson with Lamson Bros. & Co.

and Junction, Ia.—The Beaty Grain Co. made an assignment to its creditors on Jan. 6 and the business is now in charge of O. G. Beaty. Liabilities have been reported at \$4,000 and assets of \$4,700. It is said that a number of persons that they had grain in the elvtr. but the bins are now empty.

City, Ia.—There are three elvtrs. in Sac City, two located on the C. M. & St. P. and one on the C. & N. W., all being operated by the Farmers Grain Co. The house which burned Oct. 6 was owned by Frank L. Brown and had a capacity of 45,000 bus., was in good repair, and contained 15,000 bus. of grain owned by the Farmers Grain Co. There was no insurance on the grain, but insurance was taken out to cover the loss of the elvtr. A grinding house about 40 ft. from the elvtr. was a total loss. As yet we do not know the exact loss on grain, but estimate at \$1,000.—W. A. Braith, mgr., Farmers Grain Co.

## KANSAS

verwick, Kan.—Noah Edelman has bot the elvtr. of G. H. Strahm.

rownell, Kan.—Joseph Richardson has leased the elvtr. and will operate the elvtr. of the Ryan Grain Co.

eneca, Kan.—Goffe and Carkener, Inc., has opened a local office with L. A. Patterson in charge.

aldwin City, Kan.—Will Hay has bot the elvtr. formerly owned by the Farmers Union Elevator Ass'n.

otter, Kan.—The Farmers Elvtr. Co. is installing a McMillin Combination Wagon and Truck Dump.

Parsons, Kan.—The Parsons Mill & Elvtr. Co. was robbed of about \$400 in checks and cash recently.

Simpson, Kan.—F. P. Beck has bot the Simpson Mill and has leased it to Henry Bodenner of W. E. DeLair.

Wichita, Kan.—A. T. Hildebrand has succeeded Paul Fisher, resigned, as supt. of the plant of the Kansas Mfg. Co.

McDonald, Kan.—G. W. Roller of Wray, Colo., has bot the elvtr. of R. S. Bandt. This is a new up-to-date house built in 1917.

Solomon, Kan.—Mrs. B. E. Heacock has signed as mgr. of the elvtr. of the Kahsas Flour Mills Co. and expects to move to Pratt.

Hutchinson, Kan.—Fred Vickers, for 27 years general supt. of the Consolidated Flour Mills Co., has taken an indefinite leave of absence due to bad health.

Garden Plain, Kan.—B. J. Myer, formerly mgr. of the local elvtr. of the Kansas Flour Mills Co., has gone to Furley to become mgr. of the Farmers Elvtr. Co.

Valley Center, Kan.—E. Carl Jones has returned and taken over the management of the Farmers Elvtr. Co. Mrs. Eva Beatty, former mgr., will make her home in Wichita.

Arrington, Kan.—Mr. Gibbs of Clifton has bot and taken possession of the local elvtr. which belonged to the First National Bank of Holton. Roy Dale has been operating it the past year.

Corbin, Kan.—The plant of the Corbin Mill Elvtr. Co. burned early the morning of Jan. 10. The loss is estimated at \$20,000. About 100,000 bus. of corn and considerable wheat were destroyed.—P.

Belpre, Kans.—The Belpre Mill & Elvtr. Co. is putting in some equipment to handle a line of prepared poultry and animal foods that are cashed on the market now under the name Bell Brand.

Topeka, Kan.—At the recent election of the Board of Trade, the following officers were elected: David Page, pres.; V. P. Campbell, vice-pres.; L. C. Grubb, F. W. Davidson, C. L. Parker, F. A. Derby, directors. T. J. Myers, president; McMahon and S. W. Grubb are hold-over directors. E. J. Smiley is retiring pres.—C. L. Parker, sec'y and treas.

Colby, Kan.—Saylor Colwell has resigned as mgr. of the Shellabarger Mill & Elvtr. Co. and has taken a road job with a feed firm. He will continue to reside in Colby.

Salina, Kan.—Fred Fuller, who has been traffic mgr. for the E. L. Rickel Grain Co. for the past year, has resigned and with his family will move to San Jose, Cal.

Salina, Kans.—The elvtr. of the H. D. Lee Flour Mills Co., which burned Oct. 10, has been entirely cleared away and construction of a duplicate of the one standing will be started early in the spring.

Liberal, Kan.—John C. Kramer, who has been mgr. of the Benton Grain Co.'s office, has resigned to become associated with the Dickhut Grain Co. of Pratt. W. M. Patterson of Pratt will succeed Mr. Kramer as local mgr. for the Benton company.

Rydal, Kan.—G. C. Dooley has bot the elvtr. of W. H. Mikesell. Mr. Dooley was mgr. of the local Farmers Elvtr. Co. for years. Last summer he bot the Duff Elvtr. at Washington, which burned a short time later. Mr. Mikesell has been in the grain business in Rydal over 15 years.

Salina, Kan.—Harold B. Whiteside, employed at the Shellabarger Mill & Elvtr. Co., was suffocated recently. He was cleaning out one of the elvtr. tanks when he slipped into the wheat and was drawn down with the wheat that was being elevated. Before he could be reached thru holes cut in the side of the tank he was dead.

## KENTUCKY

Lexington, Ky.—The Lexington Roller Mills incorporated; capital stock, \$250,000.

## LOUISIANA

New Orleans, La.—C. M. Leininger, C. S. Leach and N. O. Renshaw have been elected to membership in the Board of Trade.

New Orleans, La.—Fred Kunz, who 25 years ago started his career as messenger boy on the floor of the exchange, was elected pres. of the Board of Trade at its annual meeting, succeeding A. M. Dardis. W. L. Richeson was chosen vice-pres.; Jas. Thomas, second, vice-pres.; J. S. Cave, third vice-pres.; H. S. Herring, sec'y; G. R. Westfield, Theo. Brent, W. D. Seymour, G. A. Wiegand, J. M. Gehl, W. E. Winship, J. Mouledaoux, A. W. Berdon, E. E. Lamberton, M. W. Boylan, Jr., Jake Levy, Sam Israel and Fred Branchley, directors.

## MARYLAND

Hood Mills, Md.—P. Frederick Obrecht & Son of Baltimore have bot the Hammond Mill and are preparing to convert it into an up-to-date feed mill.

### BALTIMORE LETTER.

Gwynn Crowther and Geo. L. Meyers have applied for membership in the Chamber of Commerce.

Chas. W. Saums, for many years chief clerk in the grain elvtr. office of the Pennsylvania Railroad Co., died recently of pneumonia.

Eugene A. Slack, a director of the Chamber of Commerce and pres. of the Terminal Shipping Co., died Jan. 9 from a heart attack.

The Continental Provisions Co. has changed its name to the Continental Brokerage, Inc. E. G. Hayden became an official of the firm on Jan. 1.

Edward A. Smith, Walter McCracken, Geo. M. Gillet, John D. Howard and Douglas G. Hanson have been elected members of the Chamber of Commerce.

Geo. S. Jackson, a director of the Chamber of Commerce and former head of Barnes-Jackson Co., Inc., grain exporters, is now head of the Western Maryland Dairy Corporation.

Harry D. Willar, formerly operating in the grain and flour business as Geo. P. Willar & Son and for years a member of the Chamber of Commerce, died recently at the age of 81 years.

Fred H. Foote, a member of the Chamber of Commerce, has retired from active business in the grain commission firm of F. H. Foote & Co. The firm will continue to operate under the same name with Geo. L. Meyers, a half-partner in the old concern, in charge.

## MICHIGAN

Clare, Mich.—The Clare Elvtr. Co. has installed an auto truck scale.

Twining, Mich.—Ernest Strater is mgr. of the elvtr. of Chatfield & Son.

Monroe, Mich.—The Hurd-Sterling Co. has recently moved into a new building.

Portland, Mich.—The Valley City Mfg. Co., whose plant includes an elvtr., recently completed a three-story warehouse.

Ewen, Mich.—W. E. Helakoski has bot the Slocum Grain Co., of which E. W. Slocum was prop., and also the retail oil business.

Pompeii, Mich.—Thieves recently entered the elvtr. office of Chatterton & Son and took about \$30 in cash. Entrance was gained thru a window.

Corunna, Mich.—Ford S. Chapman will continue in charge of the elvtr. of the Albert Todd Co., which recently changed hands, as reported in our last number.

Coopersville, Mich.—The Chas. R. Parrish Co., operating a flour and feed mill, has made an assignment for the benefit of its creditors. The business will be continued. Liabilities of \$17,000 are listed.

Carson City, Mich.—We merely sold the lumber business which we had in connection with the elvtr. This was sold to the Carson City Elvtr. Co. We will continue to operate the elvtr. which we have operated for several years on the south side of the R. R. track. We still have a line of four elvtrs.—Rockafellow Grain Co.

Ellsworth, Mich.—The elvtr. of Chatterton & Son, operated as the McBain Grain Co., recently had two fires. The first was on the 5th and resulted in small loss. The second occurred the following day at 11:45 p. m. and destroyed the entire plant. It is believed the fire was caused by a sheet iron stove in the potato cellar, and that after it was believed to have been put out the first time it smoldered for two days before breaking out again.

## MINNESOTA

Duluth, Minn.—Geo. H. Atwood, son of H. J. Atwood of the Atwood-Larson Co., was married Jan. 4 to Winnifred Alexia Braden.

Duluth, Minn.—Representatives of the terminal elvtr. and commission branches of the grain trade played a hockey game recently, the score being 4 to 3 for the commission men.

Duluth, Minn.—A. D. Helmer, office man for A. D. Thompson & Co. for several years, has been promoted to a position on the trading floor and has been elected to membership in the Board of Trade, taking over the membership of F. L. Carey.

Russell, Minn.—The New London Mfg. Co. has discontinued its grain department. I. Orlebak, the local mgr., has been assigned to the management of the company's elvtr. at Raymond. The local plant will continue to handle commercial feeds and will be under the management of Herb Carver.

### MINNEAPOLIS LETTER.

E. W. Folsom of the Archer-Daniels-Midland Co., died recently. He had been connected with the grain trade for 40 years.

Mrs. Henry Poehler, a pioneer resident of Minnesota and the widow of Henry Poehler, prominent in the local grain trade a few years ago, died in Los Angeles, Cal., recently. She was 87 years of age. Two sons, Alvin H. Poehler of Minneapolis and Walter C. Poehler of Sierra Madre, Cal., and two daughters survive.

The following amendments were adopted by the Chamber of Commerce recently: "Where the seller delivers his invoice by the required time, even if the disposition order is not attached, he is entitled to payment, provided that prior to 2:30 o'clock p. m. on week days and 12:00 m. on Saturdays tender of the disposition order is made to the buyer by the seller in exchange for the payment of said invoice." "If the non-member corporation has filed with the sec'y of the Chamber of Commerce a copy of the minutes of one of its directors' meetings in which one of its executive officers, other than the individual authorized to give the order, is designated as the individual to receive the duplicate, confirmations of trade for future delivery—the member, firm or corporation accepting the orders shall, in all cases, send a duplicate confirmation to the designated officers in addition to the regular confirmation prescribed by the rules."



Razing of the old Chamber of Commerce building is under way and workmen have torn out most of the interior fittings of the building.

Frank H. Higgins, formerly mgr. and treas. of the Salyards Grain Co., announces the formation of the Frank H. Higgins Co., with offices at 1022 Flour Exchange. The company will engage in a general grain business; consignments, bids to arrive, shipping and grain futures in all markets. The company has recently been elected to corporate membership in the Chamber of Commerce. Officers are Frank H. Higgins, pres. and treas., and R. W. Higgins of Duluth, sec'y.

## MISSOURI

Clarence, Mo.—C. E. Benson is now mgr. of the Clarence Grain Co.

Weaubleau, Mo.—The elvtr. of Mr. Edde burned recently. Insurance of \$2,000 was carried.

Osborn, Mo.—The Osborn Elvtr. Co. has bot and will operate the feed business of Pickett Bros. at Stewartville.

Centralia, Mo.—A. A. May of Buell will succeed G. V. Proctor as mgr. of the Producers Grain Elvtr. Co. on Feb. 1.—P.

Chilhowee, Mo.—C. E. Atchison will continue as mgr. of the plant which the Clinton Mill & Elvtr. Co. recently bot of the Chilhowee Elvtr. Co.

Fairfax, Mo.—The Fairfax Grain Co., incorporated; capital stock, \$11,000; by Wm. Stewart and B. B. Schooler. This is an old established firm.

Laddonia, Mo.—The Farmers Elvtr. which was sold at Mexico at sheriff's sale, under deed of trust, was bid in by the Farmers Bank, holder of the mortgage.

Monett, Mo.—W. E. Russell of Longton, Kan., has leased the Rea-Patterson Mlg. Co.'s local plant. Geo. Peck, who has been mgr. for the Rea-Patterson company, has not announced his future plans.

Canton, Mo.—An audit of the books of the Canton Co-op. Elvtr. Co., showing an alleged shortage of \$1,950, has occasioned search for B. L. Begley, for the past year mgr. of the company, who is reported missing. Begley was formerly mgr. of the North River Elvtr. near Palmyra, owned by Phil Herr, where he was given power to sign checks for grain delivered. According to Herr, he received notice recently from the Palmyra Bank that his funds there were exhausted. According to local information Begley was told of the shortages over the telephone and promised to deliver an explanation, but failed to do so.—P.

## KANSAS CITY LETTER.

R. D. Crawford has applied for membership in the Board of Trade on transfer from L. E. DeVoss.

W. J. McNeil, formerly with the Nye & Jenks Grain Co., is now associated with the Russell Grain Co.

Lawrence J. Thurn, vice-pres. of the Crittenden Grain Co., Lincoln, Neb., has been elected to membership in the Board of Trade. He recently bot the certificate of W. E. White for \$5,500.

We have leased the Wabash Elvtr. for a period of a few months for the storage of corn in that terminal, to eventually come to our plant at Decatur, Ill. This is 2,000,000-bu. elvtr. and we hope to have it completely filled during the winter run of the western corn.—A. E. Staley Manufacturing Co.

The National Mlg. Co. of Toledo, O., has acquired a site in North Kansas City, just east of the plant of the Corn Products Refining Co., for the erection of a flour mill. A building to house a capacity of 3,000 bbls. will be erected, but at the outset a unit of 1,500 bbls. will be installed. Wheat storage tanks for 750,000 bus. are planned. The National Mlg. Co. is a subsidiary of the National Biscuit Co., having been purchased a few years ago to supply flour for cracker manufacture.

The market extension com'te of the Board of Trade is considering the advisability of recommending to directors that facilities be provided for trading in local stocks not listed on any exchange. There will be a meeting Jan. 25 at which members will express their views to the com'te. There is said to be an active "over the counter" trade in local stocks and securities and the houses that handle them are forced to resort to advertising and window bulletins for bids and offers.

Directors of the Grain Clearing Co. recently elected the following officers: C. W. Lonsdale, pres.; J. J. Wolcott, first vice-pres.; W. J. Mensendieck, second vice-pres.; H. F. Spencer, sec'y-treas.; G. G. Lee, mgr.

Among the com'tes appointed by Pres. J. A. Theis of the Board of Trade are: Appeals, B. L. Hargis, H. J. Smith, R. J. Thresher, C. M. Hardenbergh and S. H. Miller; wheat adjustment, H. G. Stevenson, E. F. Emmons, E. C. Meservey, Jr., W. B. Young, C. E. Watkins; elvtr. and warehouse, F. C. Vincent, H. C. Gamage and N. F. Noland; legislation, C. W. Lonsdale, H. J. Dffenbaugh, H. C. Gamage, J. S. Hart and W. C. Goffe; protein, W. C. Bagley, H. F. Merrill and R. E. Swenson; transportation, C. W. Lonsdale, W. B. Lathrop, O. A. Severance, N. E. Carpenter, H. A. Merrill, R. A. Kelly and J. Juul.

## ST. LOUIS LETTER.

The membership dues in the Merchants Exchange have been advanced to \$185, an increase of \$35 over last year.

E. W. Taylor, Everett W. Davis, Geo. A. Kublin and C. F. Smith have applied for membership in the Merchants Exchange.

Fred B. Chamberlain was elected pres. of the Merchants Exchange at the annual election Jan. 11. He succeeded Chas. E. Valier who was elected to a one-year term on the board of directors. J. H. Caldwell was named first vice-pres., and H. H. Langenberg, second vice-pres. New directors to serve for two years are R. P. Annan, H. F. Beckmann, W. T. Brookings and G. S. Milnor.

## MONTANA

Nashua, Mont.—Elmer H. Brockmer has been engaged as mgr. of the Farmers Produce Co. to succeed O. E. Camburn, recently deceased. Mr. Brockmer has been assisting at the elvtr. for several months.

## NEBRASKA

Deweese, Neb.—Henry W. Muzik has just installed a Kewanee Truck Lift. I. J. Herring did the work.

Clarkson, Neb.—The Clarkson Mlg. & Grain Co. is planning to add a feed grinding department to its plant.

Syracuse, Neb.—Ray Copenhagen has resigned as mgr. of the Farmers Elvtr. Co. Fred Mueller has succeeded him.

Beatrice, Neb.—Burton Gorton has opened a grain brokerage business here under the name of the Beatrice Grain Co.

Wymore, Neb.—The flour mill of Black Bros. has been completed by the Birchard Construction Co., and will soon be in operation.

Rulo, Neb.—The Crittenden Grain Co. has installed corn shelling equipment in one of its elvtrs., the Birchard Construction Co. doing the work.

Malcolm, Neb.—The Malcolm Grain Co. has not succeeded the F. S. Davey Grain Co. F. S. Davey is still in business with his son Leonard as mgr.

Virginia, Neb.—The Farmers Co-op. Co. has commenced work on its new elvtr., which will be up to date and cost about \$10,000. A. F. Roberts has the contract.

Wisner, Neb.—Alvin T. Anderson has bot the elvtr. and lumber business of the Nye & Jenks Grain Co. Mr. Anderson has been mgr. of the company for a number of years.

Grand Island, Neb.—Chas. Wasmer, pioneer grain dealer, and recently a newspaper publisher, died Jan. 5 from pneumonia. Mr. Wasmer was born in Germany in 1847.

Elwood, Neb.—S. E. Salisbury has bot the interest of Fred Fish in the East Elvtr., R. N. Moncrief retaining his interest. Mr. Fish bot an interest in the elvtr. from Mr. Salisbury last spring.

Manley, Neb.—Harry Haws of Louisville is the new mgr. of the Farmers Elvtr. Co., succeeding D. D. Brann, resigned. Mr. Haws has been serving as mgr. of the Farmers Elvtr. Co. of Louisville.

Gering, Neb.—Peter Nelson has been made mgr. of the local plant of the Lexington Mill & Elvtr. Co. He has been serving as ass't mgr. for the same company at Oshkosh. Edward Shelton of Gering will fill Mr. Nelson's place at Oshkosh.

David City, Neb.—The plant of the Imperial Mills burned Jan. 15 at 1:45 a. m. The loss of \$30,000 is covered to the extent of 80% insurance. About 3,800 bus. of grain and tons of feed burned.—P.

Crawford, Neb.—The grain elvtr. of the D. Toomey Mlg. Co. burned the morning of Jan. 18 in a fire which destroyed several other buildings in the town. The loss on the elvtr. partly covered by insurance.

Albion, Neb.—S. A. Savage, who has been operating the Albion Mlg. Co., which has elvtr., for the past year, has bot the plant of G. A. Henderson of Sterling, Colo. Mr. Savage will install feed grinding equipment.

Omaha, Neb.—The annual duplicate bridge tournament sponsored by the Grain Club & members of the Grain Exchange was started Jan. 20. The com'te in charge is composed of Max A. Miller, O. H. Gibbs, O. M. Smith, M. Uhl, Jr., and B. O. Holmquist.

Omaha, Neb.—Construction work on the addition to the Northwestern Ry. Co.'s grain elvtr. at Council Bluffs, operated by the Updike Grain Corporation, is proceeding rapidly. The wood piling, 40 to 50 ft. in length, have been driven and extend to bed-rock. Pouring of concrete will start as soon as weather will permit.

Humboldt, Neb.—John Power, aged 74, died Jan. 9 from pneumonia. Mr. Power was a member of the original Power Bros., grain and stock dealers, in which four brothers were associated. More recently the firm has been known as the Power Bros. Sheep Co. He survived by his wife and two sons, Frank and John.

Lincoln, Neb.—The Crittenden Grain Co., an organization formed last year to take over the Nye & Jenks elvtrs. in this state, has filed an application with the State Railway Commission for conducting grain warehouses at Rulo, Holdrege, Omaha, Strang, Trumbull and Merrill. Lawrence J. Thurn of the company has applied for membership in the Kansas City Board of Trade.

Juniata, Neb.—We are the only grain operators at this station, having one elvtr. located on the C. B. & Q., and one on the M. P. R. In January, 1926, we placed with I. J. Herring an order for a Kewanee Truck Lift and Truck Scale to be installed in our C. B. & Q. house. We have just now placed our second order for another Kewanee Lift and Truck Scale to be installed in our M. P. elvtr.—Juniata Grain L. S. Ass'n.

## NEW ENGLAND

Bennington, Vt.—Henry W. Myers, veteran grain dealer, died at his home on Jan. 8. He was pres. of H. W. Myers & Son, Inc., and was one of the most highly respected and generally revered grain men of his state. He was within one day of his 80th birthday. Mr. Myers was a faithful servant of his own town, having given freely of his time and energy in many civic capacities. He was a lifelong member of the Baptist Church and an earnest Christian man. His death leaves a vacancy in the deacons' board of his church, on the board of the Y. M. C. A. and other religious enterprises. His son, H. W. Myers, Jr., will carry on the business. The latter has been prominent in the affairs of the Vermont Grain Dealers' Ass'n ever since it was organized.

## BOSTON LETTER.

A collection of 50 pictures, the work of Chas. M. Cox of the C. M. Cox Co., was exhibited recently. For several years Mr. Cox has devoted his spare time to painting.

Chas. F. Lingham of the Federal Mill Elvtr. Co., Lockport, N. Y., has applied for membership in the Grain & Flour Exchange. He will take over the membership of Edwin Thompson, former representative of the company.

Carl J. B. Currie has been appointed chairman of a special com'te to arrange for the annual banquet of the Grain & Flour Exchange on Feb. 7. Other members of the com'te are A. W. Godfrey, John H. Lee, Paul T. Bothwell and C. A. Perry.

## NEW JERSEY

Greenville, N. J.—The Pennsylvania Railway Co. has completed its new grain transfer elvtr. It has a capacity of 15,000 bus. per hr.



## NEW YORK

alo, N. Y.—Work will start soon on the 100-bu. elvtr. of the Hecker-Jones-Jewell Co., a subsidiary of the Standard Mlg. Co. Stewart & Co. have the contract.

alo, N. Y.—The Hecker-H-O Co. has bot fire city block adjoining its present plant. Purchase was made in order to care for expansion of the company's business.

alo, N. Y.—Appointment of a receiver to those mortgages against two Buffalo grain elevators—Peoples Trust Co. Payments have defaulted on a mortgage of \$1,000,000 at the Dakota Elvtr. Corporation and one of \$250,000 against the Great Eastern Elvtr. Corporation, the bank claims in its foreclosure.

Ford, N. Y.—I succeeded the firm of Prole, & Co., April 1, 1927. Prole, Miller & Co. one of five stations owned and operated by H. Coward & Co. prior to the above. Also prior to that time I was a member of the firm of C. H. Coward & Co., but on that severed my connection with that firm and passed from this station which I am now operating.—W. M. Coward.

## NEW YORK CITY LETTER

Memberships in the Produce Exchange have been reduced to \$6,100.

W. Bushby, W. G. Gallagher and W. H. have applied for membership in the Produce Exchange.

llers Mlg. & Associated Industries, Ltd., had a notice posted on the bulletin board of the Produce Exchange that its name has been changed to Spillers, Ltd.

Following have applied for membership in the Produce Exchange: John W. Cooper, A. L. bridge, Henry Guttag, J. H. Bernstein, J. Bert, S. I. Weeks, Chas. W. Sloat and Kiernan.

The Produce Exchange has installed a new bulletin board for the benefit of the Chicago Winnipeg wheat markets and the cotton-oil and cotton. These have heretofore all on separate boards and are now combined. Ward E. Norris has resigned as a director of sec'y of Montgomery, Straub & Co., Inc., cottonseed oil and provision merchants. rt P. J. Barry is now sec'y-treas. of the Mr. Norris is now connected with the of Schott & Galliver, stock brokers.

The old grain firm of Robinson & Sweet has dissolved and will be succeeded by Robinson & Sweet, Inc., a corporation. This action taken to facilitate business operations and establish the standing in the business of av Loren and Edward Pember, old employees of the firm.

## NORTH DAKOTA

tt, N. D.—S. Stewart of Morris, Minn., of the Mott Mill & Elvtr. Co., died recently.

umarch, N. D.—Adverse criticism of the action of North Dakota's \$3,000,000 state-owned mill and elvtr. prompted Gov. A. G. e to call a special legislative session on 10.—P.

rgo, N. D.—Erection of a terminal elvtr. Fargo was recommended recently to the legislature by Gov. A. G. Sorlie. The proposal was rejected by that body. Gov. Sorlie stated that the people of the state desired a terminal elvtr. and that the legislators should feel the effect of their action at the next session.

## OHIO

ndon, O.—R. K. Shaw is executor of the estate of John B. Van Wagener who owned an Mr. Van Wagener died in December.

in City, O.—B. M. Youman & Son have leased a Sidney Sheller, cleaner, elevator and grinder. The Sidney Grain Machinery Co. has the contract.

est Liberty, O.—Craig's Elvtr. has installed by Roller Bearing Corn Sheller, cleaning elevating equipment, as well as Sidney Local Feed Mixer.

edo, O.—Kent Keilholtz of Southworth & recently received a photograph of President Coolidge. In the President's own handwriting at the bottom is written: "To my friend on D. Keilholtz, with regards,—Calvin Coolidge."

Asheville, O.—H. M. Crites, who recently bot the canning plant of the Sears & Nichols Corporation, expects to build a large grain elvtr. adjoining the plant, which will be ready to handle the new wheat crop.

Toledo, O.—Fred Jaeger of J. F. Zahm & Co. and Dave Anderson celebrated their 61st birthdays together on Jan. 5. Louis A. Mennel was 50 on Jan. 12, and A. W. Boardman, who managed the East Side Iron Elvtr. for many years, was 80 on Jan. 6.

New Holland, O.—The elvtr. of C. E. Groce, built to replace the plant which burned Labor Day, is now completed. It has a storage capacity of 18,000 bus. and is equipped with the latest machinery. A 25-h.p. Fairbanks-Morse gasoline engine furnishes power.

Columbus, O.—C. J. West has resigned as federal agricultural statistician for the state of Ohio after 8 years of service with the Department of Agriculture, 6 of which have been spent in Ohio. Mr. West will become a farm economist for the Ohio-Pennsylvania Joint Stock Land Bank of Cleveland.

Toledo, O.—The annual membership dinner of the Produce Exchange was held at the Commodore Perry Hotel the evening of Jan. 11. The Great Lakes Regional Advisory Board and the Toledo Transportation Club joined with the exchange for the occasion. Frank Mullholand was toastmaster, and Congressman James Begg of Ohio made the principal address of the evening.

## OKLAHOMA

Hugo, Okla.—The M. H. Mill & Grain Co. is installing equipment for the manufacture of poultry and dairy feeds.

Purcell, Okla.—C. W. Atherton, formerly of Dallas, Tex., is the new supt. of the terminal elvtr. of the Oklahoma Terminal Elvtr. Co.

Tyrone, Okla.—The elvtr. of the Tyrone Equity Exchange closed down Dec. 31 for a few months to undergo repairs.—U. J. Warren, Simmons Grain Co.

El Reno, Okla.—Mr. and Mrs. A. W. Klopff were honor guests at a banquet the evening of Jan. 21. The occasion was their 50th wedding anniversary. Mr. Klopff is supt. of the plant of the Canadian Mill & Elvtr. Co.

Oklahoma City, Okla.—We have nothing definite to report yet on the elvtr. project. We intend pushing this thru to conclusion, however, in the very near future.—Stanley C. Draper, mgr., Chamber of Commerce.

Lahoma, Okla.—The Oklahoma Wheat Growers Ass'n has leased the two local elvtrs. of the Enid Mlg. Co. Possession will be given May 1. Chas. Bickford, mgr., will be transferred to another town for the Enid company and the Wheat Growers will send a mgr. here.

Purcell, Okla.—We have not completed overhauling our largest elvtr., altho we are handling grain in the smaller elvtr. We expect to have it in A-1 shape in the next few months, and also have a feed mill in the building which was formerly the mill portion of the Purcell Mill & Elvtr. Co.—F. G. Olson, Oklahoma Terminal Elvtr. Co.

Kingsfisher, Okla.—The disappearance of Otto Zalabak, prominent grain dealer, whose automobile was found a couple of weeks ago between Yukon and El Reno with a bullet hole in the windshield, and blood stains on the running board, is still a mystery. It is reported that he was seen a few days ago in Denver, and it has recently developed that all his property was transferred to his wife before his disappearance. It is also alleged that 10,000 bus. of wheat, placed in his elvtr. by farmers, is missing. However, at a recent meeting of the creditors it was disclosed that Zalabak had assets of about \$100,000, with his liabilities totaling \$24,000.

## OREGON

Redmond, Ore.—Mail addressed to the Redmond Lumber & Produce Co. has been returned marked "Moved, left no address."

Portland, Ore.—Roger MacVeagh, local attorney, who assisted the Merchants Exchange in its reorganization plans last summer and fall, has been elected a member of the Board of Directors to succeed Frank H. Ransom, who resigned last fall. Commencing with Jan. 15 the exchange is now operated on a 24-hour basis.

## Cipher Codes

**Universal Grain Code:** The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

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**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 162 pages 6½x9 inches, bound in leather. Price \$15.00.

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**Calpack Code (1923)** is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6½x8½ ins. 850 pages, bound in keratol. Price \$10.00.

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Portland, Ore.—David Scott, father of A. M. Scott, export mgr. of the Astoria Flouring Mills, and Walter Scott of the C. A. Babcock Co., died Jan. 6 from a heart attack. Mr. Scott came to Portland from Scotland in 1880.

## PENNSYLVANIA

White Deer, Pa.—The mill of the White Deer Mlg. Co., Inc., burned Jan. 12.

Philadelphia, Pa.—Henry N. Bernheimer has been proposed for membership in the Commercial Exchange.

York, Pa.—The Anderson Feed & Grain Co. incorporated; capital stock, \$150,000; J. T. Anderson, treas. and mgr.

Philadelphia, Pa.—Raymond J. Barnes no longer represents the Philadelphia Export Grain Co. He is now vice-pres. of the Tidewater Grain Co., notice of the formation of which was given in the preceding issue.

## SOUTH DAKOTA

Mitchell, S. D.—The Farmers Grain & Coal Co. has recently installed a Strong-Scott Air Dump.

Lake Andes, S. D.—James Carlon of Armour recently installed a motor, 15-ton scale and Strong-Scott Air Dump in his local elvtr.

Montrose, S. D.—Fire caused from an overheated stove caused damage of \$2,500 to the plant of the Co-op. Farm & Grain Co. The loss is covered by insurance.

Madison, S. D.—We are going to build an annex with feed mill, scarifier and cleaner. The improvement will cost about \$7,000.—T. H. McGowan, mgr., Farmers Elvtr. Co.

Rutland, S. D.—Geo. P. Sexauer & Son of Brookings have bot the plant of the Schultz Elvtr. Co. V. R. Lee, former buyer for the local Farmers Elvtr. Co., has been engaged as buyer for Sexauer.

Burbank, S. D.—Geo. H. Dowlin, mgr. of the Western Terminal Elvtr. Co., died Dec. 31 at the age of 42 years. He is survived by his wife, one son, George, Jr., and three daughters, Evaline, Frances and Lorraine.

Garreston, S. D.—D. Vanderberg is now mgr. of the E. A. Brown Elvtr., having succeeded E. P. Ingelson. Mr. Vanderberg is the son of Peter Vanderberg, a veteran grain buyer of this section, who is now running an elvtr. at Jasper.

Whitewood, S. D.—The Tri-State Mlg. Co., which recently acquired the site of the Whitewood Mlg. Co., whose plant burned in August, will commence at once the erection of an up-to-date grain elvtr., using material from an elvtr. moved from Alladin, Wyo.

Parkston, S. D.—Our elvtr., which was burned Nov. 1, was a total loss, but we had two elvtrs. and saved one of them, so went right on doing business. Had to do a little repair work on the house, and are now covering the roof with tin. The insurance company allowed us \$992 on grain and merchandise and \$11,100 on the building, which was insured for \$12,250. We will not rebuild it. We have only three elvtrs. in Parkston now, as another one burned Nov. 16, that of Martin Friedrich. He was allowed insurance of \$9,500. He will not rebuild his house and has bot an interest in the firm of Zehnpfennig & Wudel.—Richard Isaak, mgr., Farmers Elvtr. Co. (Mr. Friedrich's new connection was announced in our last issue.)

## SOUTHEAST

Staley, N. C.—The Staley Mlg. Co. will rebuild its plant which burned Nov. 25.

Durham, N. C.—J. I. Rogers & Co. incorporated; capital stock, \$50,000, and subscribed stock, \$300; to buy, sell and deal in grain, feed-stuffs, etc.; by E. A. Rogers and Estelle E. Rogers.

## TENNESSEE

Johnson City, Tenn.—The DeBord Mills have been completed and equipped. C. L. DeBord is in charge.

Nashville, Tenn.—We expect to let the contract for the rebuilding of our elvtr. the fore part of next month.—F. E. Gillette, Gillette Grain Co.

Nashville, Tenn.—Sam C. Wilkes, who until three years ago conducted the grain firm of S. C. Wilkes & Co., died Jan. 17 following a long illness. His wife survives.—P.

Memphis, Tenn.—At the annual election of the Merchants Exchange on Jan. 14, C. E. Cow was chosen pres., and T. B. Jones, vice-pres. Directors elected were E. E. Anderson, S. F. Clark, L. P. Cook, L. R. Hawley, S. T. Pease, W. R. Smith-Vaniz, C. B. Stout and C. C. Taylor.—J. B. McGinnis, sec'y.

## TEXAS

Ecla, Tex.—The Ecla Grain Co. is moving its business to Kingsville, Tex.

Levelland, Tex.—The Joe M. Barnhart Grain Co. is installing a feed mill.

Yoakum, Tex.—The Farmers Union Gin Co. has installed a new corn grinder.—P.

Whitewright, Tex.—The corn warehouse of the Vaughn Grain Co. was damaged by fire recently.

Dalhart, Tex.—John F. Craig has bot the business of the Dalhart Equity. D. B. Sibley will be associated with Mr. Craig in a general grain business.

Temple, Tex.—The Wendland Grain Co. of Killeen has bot the plant of the Childress Grain & Elvtr. Co. R. E. Wendland will have charge of the business.

Vernon, Tex.—Joe Kell, former mgr. of the Vernon Mill & Elvtr. Co., has moved to Wichita Falls where he will be connected with his father, Frank Kell.

Sherman, Tex.—R. A. Chapman, Sr., died recently at the age of 98 years. He was one of the organizers of the Chapman Mlg. Co., which has an elvtr.

Farnsworth, Tex.—I resigned as mgr. of the local branch of the Perryton Equity Exchange on Nov. 1, and Carl Hurter of Houston has taken my place.—L. R. Conner.

San Angelo, Tex.—The San Angelo Grain Co. will let a contract soon for a new \$15,000 home. The building will be of brick with a 135-ft front. It will be divided into three parts. Feed grinding equipment will be installed.

Lockney, Tex.—J. C. Ward, who has been bookkeeper at the Lockney Gin Co., for the past two years, will take over the management of the Lockney Coal & Grain Co., succeeding Gilbert Bean who will have charge of the Thornton & Bean Grain Co. at South Plains.

South Plains, Tex.—The elvtr. of the Thornton & Bean Co. is about completed. The plant will be ready for operation in a few days. The new plant is located on the extended lines of the Fort Worth & Denver Railway. The laying of the rails on this line is now in progress. The elvtr. will be ready to serve the public before the rail line is opened.

San Antonio, Tex.—The West Texas Elvtr. & Grain Co. is being changed to the Hall Bros. Grain Co., following the purchase of the interest of Hugh Story, pres., by Louis Hall and Vosberg Hall. Mr. Story has been pres., Louis Hall has been sec'y-treas., and Vosberg Hall, vice-pres., since the company bot out the Easton Grain Co. in 1923. The Easton Grain Co. had been formed in 1910 by the late A. C. Waters. The new partnership will continue the branch at Barnhart under the management of D. I. Taylor.

Plainview, Tex.—The Harvest Queen Mill & Elvtr. has commenced work on a new wing of storage bins, which will double the storage capacity of the mill, bringing it to 1,000,000 bus. There will be 36 storage bins which will be connected to the present bins with an overhead bridge. The elvtr. leg in the new part will have an hourly capacity of 6,000 bus. of grain. The Southwestern Engineering Co. has the contract and plans to complete the work within five months. Complete, the unit will cost about \$175,000.

## UTAH

Ogden, Utah.—J. D. Stimpson, who has been sec'y of the Associated Farmers Mlg. Co., has become mgr. for the company.

Ogden, Utah.—The Sperry Flour Co. has let the contract for two additions to its local plant. The grain storage capacity will be increased 500,000 bus. and a new flour warehouse will be built.

## WASHINGTON

Spokane, Wash.—Brown-Jeklin & Co. has opened an office in the Peyton Bldg. with E. Danforth in charge. Mr. Danforth was formerly with the Sperry Flour Co. at Creston.

Odessa, Wash.—The Odessa Warehouse Co. has awarded a contract for the moving of its company's large elvtr. from the western part town to its property adjoining the mlg. elvtr.

Elberton, Wash.—A warehouse of the Northern Grain Co. and one of the Elberton Mfg. & Wholesale Co. collapsed on account of heavy snow recently. The Northern Grain Co.'s house had no grain in it and the mfg. company's very little.

Douglas, Wash.—The plant of the Farmer Flouring Mill & Elvtr. Co. burned recently. The fire is believed to have started by sparks from the exhaust of an engine. About 30,000 bus. of wheat were destroyed, with little insurance said to have been carried on the wheat. Most of the farmers had allowed their policies to elapse on Jan. 1. Insurance on the plant was \$9,000. The entire loss of the plant and wheat is about \$65,000.

Spokane, Wash.—George G. Raymond, who has been connected with the Sperry Flour Co. for the past 10 years with the exception of his service during the World War, has joined the Ryer Grain Co. which has offices in Spokane, Portland and Seattle. Mr. Raymond has been selected ass't sec'y and will make his headquarters here. His duties will take him over the company's operations in Washington, Oregon, Idaho and Montana.

Odessa, Wash.—The Odessa Trading Co., new corporation, has been formed to take over the Big Bend Hardware Co. The company will also deal in grain, feed, fuel and lumber at Batum (Ruff p. o.), succeeding the Farmer Union Grain & Lumber Co. Jacob Walter, Sr. is pres.; John Hemmerling, vice-pres.; W. C. Raugust, mgr. The board of directors included five Odessa farmers, Jacob Walter, Sr., John Hemmerling, Gottlieb Hemmerling, Basil A. Oliver and John Speck.

## WISCONSIN

Spring Green, Wis.—A. F. Schwartz of Nazomanie has been engaged as mgr. of the Farm Bureau elvtr.

Brotherton, Wis.—The Brotherton Feed & Grist Mill has opened for business with Alvin M. Kissinger as prop.

Durand, Wis.—The Pfeiffer Elvtr. Co., an old established firm, has been incorporated with a capital stock of \$25,000 by F. A. Pfeiffer, E. W. Goodrich and J. C. Goodrich.

Watertown, Wis.—The Globe Mlg. Co., whose plant includes an elvtr., is remodeling the mill installing new machinery in one unit and rearranging the power transmission.

Superior, Wis.—The Great Northern Railway Co. has let a contract to Barnett-Record for construction of a new annex at Elvtr. X operated by A. D. Thomson & Co. of Duluth. The new annex will consist of 239 reinforced concrete tanks, 110 ft. high, with a total capacity of 3,000,000 bus. There will also be an additional marine leg constructed. Work will be started this winter and completed by Aug. 18. Total cost of improvements will be around \$800,000. The present capacity of the Great Northern Elvtrs. X, S and annex is 7,000,000 and with the completion of the new tanks it will be 10,000,000 bus.

## MILWAUKEE LETTER

Milwaukee, Wis.—C. G. Dickinson has been elected to membership in the Chamber of Commerce.

Milwaukee, Wis.—Sparks from a motor ignited grain dust in the seven-story plant of the Froedert Grain & Maltng Co., town of Greenfield, on Jan. 10. Damage of \$10,000 was done to the single room to which the fire was confined.

Milwaukee, Wis.—Work on the reconstruction of the Atlas elvtr., owned by Bernhard Stern & Sons, is progressing rapidly. The structure was damaged by fire about a year ago. The plant will be operated by the Donahue Stratton Co.

"The man who's up on his toes will never run down at the heel." Neither will he permit his elevator to be neglected.



# Chlorpicrin, the Safe Fumigant for Grain Handling Plants

By Harry C. Kuhn, Chicago

Chlorpicrin is a complex organic chemical, which chlorine is the base.

Its chemical formula is  $C_2Cl_3(NO_2)$  and its professional title is tri-chloro-nitro-methane, though it is more commonly known as nitroform.

Chlorpicrin is made by distilling picric acid, and other nitro compounds, with bleaching powder. Picric acid is a by-product of coal resulting from the manufacture of coal gas.

The United States government permits but no concern in America to manufacture Chlorpicrin, that being the reputable 112 year old use of Isco. Innis, Speiden & Company, the branch of the House of Isco, distributes chlorpicrin, principally to and through expert fumigation engineers, under the commercial title of "Larvacide." Chlorpicrin and "Larvacide," however, are one and the same article, being only a trade-marked title for the product.

Larvacide is put up in 1, 3, 5 and 25 pound automatic pressure cylinders, and in 50 and 100 pound cylinders not under pressure, ready to be used, without diluting, in the raw state, just as it comes from the factory. As signified by its qualifying description, the pressure cylinders will discharge automatically, spraying the fumigant through the air in a near gaseous state, whereas with the liquid not under pressure, designated as "flat" Larvacide, the fumigant must be sprayed by hand, or sprinkled out from a fine-holed garden sprinkler. The purpose, then, of using pressure cylinders in fumigating is to save the time necessary for the liquid to vaporize into a gaseous state, which time increases as the temperature drops. To offset any misgivings to the contrary, it might be said the pressure in these cylinders is not great enough to be of danger to the user.

**Qualifications:** Chlorpicrin is particularly adapted and most advantageously employed in life and exterminating all forms and stages of insect development of all fungus, insect, pest, grain and rodent habitation, including, of course, grain moths, and weevil. It is effective against the simplest disease producing forms of insects and even bacteria.

Because of its penetrability, and many other advantageous features, chlorpicrin is particularly valuable as a fumigant when used in grain elevators, milling plants, seed, rice plants, etc. Perhaps it would be more constructive to include every agricultural handling or manufacturing industry as a potential user of chlorpicrin as a fumigant.

Considering the extent of crop infestations in the Southern states each year, country, trans-shipment, cleaning, mixing, storage, terminal and export houses in those sections should fumigate every in-bound and out-bound carload and reduce the half cent to a cent per bushel charge necessary to cover this precautionary service. In this connection, it might not be amiss to predict that modern plants built in many sections in the future will probably be equipped with care for fumigation with chlorpicrin with ease and dispatch, while older houses can be accommodated as best their construction and design will permit. Fumigation is cheap insurance against losses from insect infestations, when owners and operators realize this and will insist upon being equipped to protect themselves.

Another Nature tenaciously protects all of her children in all of her families, and the insects, pests and seed-born diseases common to wheat, seeds, rice, sorghums, beans, cotton, peas, hays and straws, etc., ad infinitum, are not overlooked in this respect.

Especially with the grain moths, the egg

is laid in a growing grain field, which egg is next to be found, though completely hidden from the naked eye, within a kernel of binned grain. As the egg grows older, develops and hatches, the heating of the bin of stored grain is promoted. The egg turns into a worm and thence into a moth, charged with laying more eggs. The longer infested grain is stored undisturbed, the larger the insect infestation will be and the hotter the grain. Weevil in a bin of grain will likewise multiply with surprising rapidity.

The greater the damage and heating, the less fit is the grain for milling purposes, or any purpose, for only a portion of all the grain, seed, and allied crops raised in this country go into our mills for ultimate consumption, the balance going into export feed, seed, etc., channels. The sooner a bin of infested grain is fumigated, the less the damage.

The use of chlorpicrin as a fumigant is no longer in an experimental stage. Many use it continually with unflinching success. Others have withheld using it until better posted, resulting perhaps from an absence of practical, and not highly scientific, information on the subject.

Incidentally, but of paramount import, the Mutual Fire Prevention Bureau has approved the use of chlorpicrin as a fumigant, without voiding of insurance policies.

**In using Larvacide** in all larger plants, it is recommended that the services of expert fumigation engineers be employed until the plant staff can become familiar with the task. The remoteness of the majority of smaller houses, however, precludes the practicability of employing expert services, more than for an initial demonstrative fumigation. Nor is it essential to employ such services in the smaller and more isolated type of plant, if the simple instructions are closely adhered to; especially since the fumigant is not destructive to human life, except under prolonged confinement in saturated areas.

Larvacide is a pungent, practically odorless, poisonous though not deadly to humans, non-inflammable, non-explosive, liquid of slightly yellowish tint, twice as heavy as water and five times as heavy as air. Its specific gravity is 1.69. Larvacide is 283 times as toxic to insects as a molecule of the more familiar carbon bisulfide, and as a fumigant, chlorpicrin possesses four distinct advantages over this other liquid. To-wit, chlorpicrin is non-inflammable, using it will not invalidate your insurance policy, can be used at lower temperatures (being effective over a much wider range on the thermometer), and is so much more penetrating that less vapor and less time is required for fumigation. Until chlorpicrin came into use there was no effective fumigant on the market which could be used safely to combat local infestations of insects and pests, particularly because of the prerequisite temperatures necessary for effective use.

Larvacide is not poisonous to humans, as is hydrogen cyanide (commonly known as hydrocyanic acid gas), one of the most deadly poisons existing.

Because Larvacide volatilizes slowly, penetration is complete, which is a decided advantage over other fumigants. When any plant is once penetrated, it's a 100 per cent perfect fumigation, therefore fewer fumigations are necessary with chlorpicrin.

**Chlorpicrin** is capable of volatilizing from a liquid into a gas at most any division of the thermometer, from 90 degrees below zero to 100 or more above, Fahrenheit; however the chillier the climate the more time is required for volatilizing. (The efficiency of using pres-

sure cylinders of Larvacide in colder atmospheres is obvious, from the above, in that the volatilizing period is almost eliminated as the liquid under pressure is forced into the air in an almost gaseous state.)

After volatilizing the gas will readily diffuse and rapidly penetrate downward through the plant and even through a bin filled with weevily grain, etc., and kill all forms of lower life in any stage of development, viz., the embryo (egg), chrysalis, larva, pupa or imago, even to the point of devitalizing an egg within a kernel of grain, even reaching every crack and crevice, and if given time will penetrate every fiber of wood throughout a plant of that construction.

Chlorpicrin is so penetrating that it will effect any kind of infestation in any plant, including even the corn borer, before such unwelcome residents have an opportunity to escape only to return after the period of fumigation. So intense is the penetration that all forms of bacteria and lower life are affected, even within the most compact and enclosed grain, seed, popcorn, rice, hominy, feed, salt, tankage, cotton and by-products, malt and all malted products, meals and oils and syrups, beans and peas, legumes, hays and straws, cereals and other package foods and sacked products, brewer's raw materials and by-products and packer's by-products, mill by-products, macaroni, etc., semolina by-products, peanuts and its derivatives, flaxseed and flax straw by-products, in fact even handling, storing and milling machinery in plants, warehouses and storerooms of all agricultural products and their innumerable derivative by-products.

It is unnecessary to empty or load out a bin, tank, vat, boat or barge load, freight car, or other medium of handling, storing or milling agricultural products before fumigating.

**Destruction or death of or to bacteria or lower life results,** if not instantly, then ultimately, from a concentration of the blood of lower organic bodies, resulting in falling circulation. Some creatures having no lungs, and also bacteria, are affected by chlorpicrin from oxygen starvation, lowered temperature and their final suspension of vital activities.

Unlike hydro-cyanic acid gas, which causes death instantly by paralysis of the lungs where the intensity of the fumigant is sufficient, and other gases which permit recuperation, Larvacide causes a slow and positive death, for when once exposed life never returns, as with some other fumigants. Thus Larvacide as a fumigant is particularly adapted to usage in the agricultural handling, storing and milling industries, and particularly to the grain and grain milling trades, since weevil can survive almost any fumigant except chlorpicrin or artificially intense heat.

Deadly as chlorpicrin is, however, the germination of grains, seeds, etc., treated, is in no way affected, regardless of the strength of the solution used in fumigating.

Neither will it injure, discolor or attack fabrics, rubber, metal, etc., though if a pressure cylinder or sprayer is used the liquid will spot slightly. The spotting of anything of value, however, can obviously be eliminated through applying the fumigant against the ceiling or walls, or other points or places within any plant, vessel, barge or freight car.

It is better than any fumigant yet developed, including ethyl acetate, which is recommended by the Department of Agriculture because of the inherent potency or ability to penetrate in a short span of time of Larvacide and its volatility over a wide range of temperatures. Chlorpicrin is also less expensive by 20 times than ethyl acetate, for instance, and only one-eighth the solution of Larvacide is necessary compared with ethyl acetate.

Further than that, Larvacide is a self-announcing gas, irritating to the eyes and nasal membranes. In fact, it is a physical impossibility for an outsider to remain in a plant being fumigated therewith, due to resulting weeping

[Concluded on page 128.]



# Farm Seed Ass'n Elects Manager Plans Advertising Campaign

The mid-winter meeting of the Farm Seed Ass'n of North America was held at the Drake Hotel, Chicago, on Jan. 16 and 17. The attendance, particularly at the "open" meeting held on the afternoon of the sixteenth, to which all seedsmen were cordially invited, was particularly gratifying, and numbered well over a hundred.

A. J. OGAARD, Bozeman, Mont., was appointed business manager of the organization, with headquarters to be established after April in Chicago.

E. F. CROSSLAND, Toronto, Ont., pres., called the first "executive" session to order on the morning of the sixteenth, and delivered the following remarks:

## Pres. Crossland's Address.

Your officers and directors have been primarily interested in building solidly and carefully as we go along. Progress has unavoidably been slow and our task is not an easy one, but the reports of the various com'ites which will be read to you later will show that no effort has been spared to promote the welfare of our ass'n.

**Executive Secretary.**—The most important event I will touch on in this, my presidential address, is the appointment of Mr. A. J. Ogaard as our executive sec'y, a step that will have far-reaching consequences. You will remember it was unanimously decided at our last annual meeting in June at Detroit, to support the "forward movement" financially and this has resulted in Mr. Ogaard's appointment as executive sec'y.

**Com'ite on Expansion.**—There is no doubt that this was the outstanding happening of the year and the Com'ite on Expansion, with Mr. Linden King as chairman is to be heartily congratulated on its splendid work in obtaining the services of such an executive as Mr. Ogaard. The com'ite held meetings in several cities and interviewed numerous prospects. Careful consideration was given to the qualifications of several candidates whose experience had been entirely with trade ass'ns. Finally, it was decided that an agricultural background and training was of prime importance for this position. It was felt that a man of such training and experience could more readily acquire the technique of trade ass'n management than a trained ass'n executive could learn the "language" of the seed trade, make the acquaintances and form the agricultural contact so necessary for a better understanding of the functions of the seed trade. That the com'ite was right in its conclusions we will all agree. This decision having been arrived at it was necessary to comb the agricultural field for men of suitable qualifications which resulted in the unanimous agreement that Mr. Ogaard was the right man for the job. And now I will mention a few of the reasons why we can confidently look to Mr. Ogaard to lead us thru to success.

Mr. Ogaard is past president of the International Crop Improvement Ass'n, president of the Seed Council of North America and, at present, sec'y of the Montana Alfalfa Seed Growers Ass'n. He is coming to our ass'n in the hopes of finding a much broader field for service to agriculture than he has enjoyed up till now. He is thoroughly conversant with the needs of agriculture from the standpoint of the agronomist, extension agronomist, county agricultural agent and understands thoroughly the problems of the crop improvement worker. I want to impress on you, however, that we cannot sit back and expect Mr. Ogaard to work miracles alone. He is to be the hub of the wheel of which we are all parts and the sympathetic, helpful, loyal cooperation of each and every ass'n member will be needed to keep the wheel turning. Mr. Ogaard will take office at the beginning of April and, on your co-operation with him, depends to a great extent the success of our expansion program which is shortly coming into effect.

The Farm Seed Ass'n of North America has two outstanding duties to perform—

1. To help promote the interests of agriculture.

2. To supply the best grades of re-cleaned seeds. There is an increasing demand for the latter. The departments of agriculture both in the United States and Canada are devoting a great deal of effort to educate the farmer to sow only good clean seed and the country merchant who handles seeds and has the interests of the community (and incidentally his own interests) at heart is beginning to pay more attention to quality at a fair price than to so-

called "cheap" seeds. These are encouraging signs and the seed merchant proper is now beginning to figure on a fair margin of profit for high grade seeds to take care of his overhead and leave a margin to the good at the end of the season. The days of speculative buying for a profit, with its attendant evils, will soon be a thing of the past.

**Foreign Relations.**—You will remember that it was decided to be of the utmost importance for this ass'n to seriously consider the unfortunate condition of international trading in agricultural seeds. A com'ite was appointed consisting of Mr. Chas. D. Boyles, chairman, and Messrs. Chas. S. Burge and F. W. Kellogg to tackle the problem of how to effect a remedy and the chairman's report will show that considerable progress has been made. I understand the American Seed Trade Ass'n has a similar com'ite and hope that these two com'ites will be able to work in harmony and outline a plan for helping trading conditions between Canadian and American merchants and foreign traders.

The Seed Council of North America was formed Dec. 2, 1927, for the purpose of considering the present agricultural situation with a view of finally formulating a national seed program. The Council is made up of duly appointed delegates from all of the agencies interested in any phase of the seed supply. Messrs. Kellogg and Flanigan were delegated to represent the Farm Seed Ass'n and Mr. Flanigan will make a report later in the session.

During the year our membership has been drawn upon to furnish speakers to address meetings of the Agricultural Extension Division of the American Society of Agronomy and the International Crop Improvement Ass'n. Mr. Kellogg and Mr. Cornell delivered addresses at two of these meetings. The importance of such contact with these other agricultural agencies cannot be overestimated.

For the first time the Farm Seed Ass'n was represented at a general meeting of the Counsellors of the Chamber of Commerce of the U. S. Mr. Clarence K. Jones attended as the Ass'n's delegate and gained much valuable information concerning the trade association activities of other industries.

I wish to refer to the efficient manner in which our sec'y-treas., Mr. Clarence K. Jones, has performed his duties.

I want to testify here to my appreciation of the sterling qualities of Clarence K. Jones—his loyalty—his conscientiousness. I have found him a staunch friend and dependable right-hand man.

CLARENCE K. JONES, Baltimore, Md., Secretary-Treasurer, gave a report of that office, following which came the appointment of com'ites on reports of officers and standing com'ites, as well as the reports of the following com'ites: Expansion, traffic, co-operative com'ite on agricultural interest, hard seed fellowship, arbitration, regional co-operation, legislative, trade rules, com'ite to provide income, publicity, membership, joint meetings of seed ass'ns, grievance com'ite, and foreign relations.

The "open" meeting, called to order at 2:30 in the afternoon, was full of interesting addresses by some of the many progressive thinkers and "doers" included in the membership of this organization. The addresses "dove-tailed" perfectly.

DILLON T. STEVENS, St. Louis, Mo., was the first speaker of the afternoon, delivering a carefully thought-out program on "How the Ass'n Can Serve Its Members to Increase Profits," which outlined campaign was heartily endorsed, and Mr. Stevens' efforts lauded. His address appears elsewhere.

GEORGE L. PLANT, Domestic Distributing Department, Chamber of Commerce of the United States, Washington, D. C., followed, with a carefully prepared address on "Co-operative Industrial Advertising," given elsewhere.

A. J. OGAARD, Bozeman, Mont., in his address on the "Better Relationship in the Seed Industry," added the finishing touches from still a third view-point on the progressive program presented the membership, which was later endorsed. His capable address is quoted elsewhere.

The closing executive session was called to order, with only the membership in attendance,

on the morning of the seventeenth, when the program called for the reception of new members, unfinished and new business, discussion followed by a directors' meeting, com'ite meetings, etc., after adjournment.

**NEW MEMBERS** include: Kraus & Apfelmeyer, Inc., Fort Wayne, Ind.; The Ackerman Co., Lima, O.; Hooten-Davis Seed Co., Lebanon, Ind.; Henry Hirsch & Sons, Toledo, O.; George P. Sexauer & Son, Brookings, S. Dak.; Hamilton Seed & Coal Co., Cedar Rapids, Ia.; Ouren Seed Co., Council Bluffs, Ia.; John L. Kellogg Seed Co., Chicago, Ill.; Whitney-Eckstein Seed Co., Buffalo, N. Y.; J. C. Robinson Seed Co., Waterloo, Neb.; McLaughlin, Ward & Co., Jackson, Mich.; Farmers Seed & Nursery Co., Faribault, Minn.; and Vaughan's Seed Store, Chicago, Ill.

**In attendance** were: Leonard Condon, pres. of the American Seed Trade Ass'n, Rockford, Ill.; "Joe" Streicher, J. F. Zahm & Co.; "Johnnie" Luscombe, Southworth & Co., and Louis Schuster, C. A. King & Co., all of Toledo.

**Member firms represented** included: Blum Grass Elmendorf Grain Corp., Lexington, Ky.; Brent & Co., Paris, Ky.; D. I. Bushnell & Co., St. Louis, Mo.; Canada Seed Co., Toronto, Ont.; Cornell Seed Co., St. Louis, Mo.; Courteen Seed Co., Milwaukee, Wis.; Craver-Dickinson Co., Buffalo, N. Y.; Crawfordville Seed Co., Crawfordville, Ind.; Dakota Improved Seed Co., Mitchell, S. Dak.; Albert Dickinson Co., Chicago, Ill.; Wm. Ewing Co., Ltd., Montreal, Que.; S. W. Flower Co., Toledo, O.; Funk Bros. Seed Co., Bloomington, Ill.; Haley-Neely Co., Sioux Falls, S. Dak.; Hogg & Lytle, Ltd., Toronto, Ont.; Interstate Seed & Grain Co., Fargo, N. Dak.; S. M. Isbell & Co., Jackson, Mich.; Kellogg Seed Co., Milwaukee, Wis.; H. C. King & Son, Battle Creek, Mich.; Louisville Seed Co., Louisville, Ky.; Magill & Co., Fargo, N. Dak.; Mangelsdorf Seed Co., Atchison, Kans.; Edward F. Mangelsdorf & Bro., St. Louis, Mo.; Charles McCullough Seed Co. and the J. M. McCullough Sons Co., both of Cincinnati, O.; Minneapolis Seed Co., Minneapolis, Minn.; National Seed Co., Louisville, Ky.; Nebraska Seed Co., Omaha, Neb.; Robert Nicholson Seed Co., Dallas, Tex.; Northrup, King & Co., Minneapolis, Minn.; Northern Field Seed Co., Winona, Minn.; Nungesser-Dickinson Seed Co., New York, N. Y.; Occidental Seed Co., Salt Lake City, Utah; L. L. Olds Seed Co., Madison, Wis.; Pacific Seed House, Salt Lake City, Utah; J. G. Peppard Seed Co., Kansas City, Mo.; Philadelphia Seed Co., Philadelphia, Pa.; Phoenix Seed & Feed Co., Phoenix, Ariz.; Plant Seed Co., St. Louis, Mo.; William Rennie Co., Toronto, Ont.; Ross Seed Co., Louisville, Ky.; Rudy-Patrick Seed Co., Kansas City, Mo.; W. G. Scarlett & Co., Baltimore, Md.; Sioux City Seed Co., Sioux City, Ia.; Spears-Kiser Co., Paris, Ky.; Woodford Spears & Sons, Paris, Ky.; Springfield Seed Co., Springfield, Mo.; Stanford Seed Co., Buffalo, N. Y.; Steele-Briggs Seed Co., Toronto, Ont.; L. Teweles & Co., Milwaukee, Wis.; Western Seed Marketing Co., Salt Lake City, Utah; Jas. S. Wilson, Paris, Ky., and T. W. Wood, Richmond, Va.

## Imports of Forage Plant Seeds.

The Seed Laboratory of the Bureau of Plant Industry, Department of Agriculture, reports the following imports of forage plants seeds permitted entry into the United States under the Federal Seed Act.

Kind of seed	December		July 1-Dec. 31	
	1927	1926	1927	1926
Alfalfa	53,600	568,100	440,500	1,582,300
Canada blue grass	228,200	152,200	523,400	283,300
Alsike clover	955,800	327,700	2,795,700	493,100
Crimson clover	28,100	.....	1,270,900	2,385,000
Red clover	11,100	1,744,800	11,100	2,111,300
White clover	191,300	93,300	486,800	511,500
Clover mixtures	.....	1,800	900	1,300
Meadow fescue	.....	4,700	.....	12,600
Orchard grass	.....	56,000	124,000	260,300
Rape	536,100	1,485,100	3,669,700	4,670,500
English ryegrass	165,500	224,500	413,800	721,300
Italian ryegrass	9,400	23,400	357,500	722,900
Timothy	.....	.....	21,500	.....
Hairy vetch	308,000	48,400	1,534,400	1,028,000
Spring vetch	.....	76,200	435,400	96,000
Bentgrass	93,700	111,400	284,600	236,700
Biennial white flowered sweet clover	182,300	569,600	720,800	1,547,300
Biennial yellow flowered sweet clover	4,500	51,000	42,700	105,400
Carpet grass	.....	.....	11,200	.....
Crested dog's tail	9,900	2,400	46,600	5,200
Chewings fescue	42,500	131,000	774,500	652,700
Other fescues	118,400	19,900	233,000	198,000
Redtop	.....	.....	.....	2,200
Rhodes grass	2,400	.....	12,400	.....
Rough stalked meadow grass	16,400	34,400	88,300	70,000
Annual meadow grass	.....	.....	.....	500
Serradella	.....	200	.....	200
Tall oat grass	10,800	.....	22,600	.....
Velvet grass	6,000	.....	11,200	5,700
Wood meadow grass	5,700	6,300	15,800	6,300



## Seeds

**andoah, Ia.**—A new building is to be for the May Seed Co.—P. J. P.

**mondsville, Tex.**—R. L. Roots has es- a seed and feed business here.

**ampaign** for ten million acres of alfalfa next ten years has been started in Dakota.

**d du Lac, Wis.**—R. H. McEvoy of the Nursery & Seed Co., died recently at age of 76.—P. J. P.

**gales, Ariz.**—The Nogales Feed & Seed move into their newly erected quarters the first of the month.

**rence, Colo.**—W. R. Hood sold his and feed business to local interests, who continue the enterprise in the same lo-

**rmerville, Ga.**—W. A. King & Son, has been incorporated with a capital of \$50,000, to buy and sell seeds and etc.

**llula, Wash.**—F. V. Jones is in active of the Wallula Cash Store just pur- by the Western Seed & Grain Co. of Wash.

**nceton, Ky.**—A New Year Day's fire med several of the warehouses and buildings of the Joiner Hardware Co., seed jobbers.

**Kinney, Tex.**—An interest has been ac- by G. C. Walters in the Collin Coun- seed Co. With Carl Melton, the busi- will be continued.

**nters, Tex.**—The Winters Pure Breed Co. was of late established here with a stock of \$15,000. Incorporators are J. Smith, Ben Spill and O. F. Turk.

**rt Dodge, Ia.**—Northrup, King & Co. opened their local merchandising ch here again, for the fifth consecutive with A. F. Buckles in charge.

**tle Rock, Ark.**—Fire damage to the handising properties of the Southern Co. has been repaired. Loss to stock, ing and business is placed at \$3,000.

**ansville, Ind.**—W. J. Schuler, 62, died s home after several months' illness on 29. For many years he was engaged in seed and grain business. His widow, a and a daughter survive.

**venport, Ia.**—The store equipment of Gardner Seed Store was purchased re- by the Davenport Seed Co., which presumably establish another retail out- for its growing business.

**timore, Md.**—The Meyer Seed Co. just ly moved into new quarters. In addi- to the retail store, they have 10,600 sq. warehousing space, enabling them to handle increasing business.

**ble, Ala.**—The wholesale and mail or- departments of the Van Antwerp Seed Co., wholesale field seed dealers, have been d into a large four-story building with rack facilities, to better serve a rapidly ing clientele.

**w Orleans, La.**—Frank S. Love, sec'y e Southern Seedsmen's Ass'n, has dis- of his interest in the Steckler Seed Inc., and severed his connection there- In the future, Mr. Love will represent selected commercial accounts in the . Mr. Love is now in Jacksonville,

**icago, Ill.**—The executive com'te of the ican Seed Trade Ass'n met here on 10-11, and decided to hold the annual ntion here at the new Stevens Hotel, ne 27, 28 and 29. All three days will vated to the program, rather than just nd-a-half days, as in the past.

The Chamber of Commerce of the United States will hold a meeting of wholesalers in Washington, D. C., on Feb. 14 and 15. The Farm Seed Ass'n of North America will be represented by E. F. Crossland, pres., Charles D. Boyles, Marshall H. Duryea and Sec'y Clarence K. Jones.

**Certified seed** has increased the yields of Missouri farmers using inspected and pure-bred strains during the past six years by \$1,233,000, according to John M. Case, pres. of the State Board of Agriculture of that state, in an address given the Illinois Crop Improvement Ass'n.

**Council Bluffs, Ia.**—R. A. Scofield, son of the late A. P. Scofield who died suddenly on Dec. 27 from a heart attack while driving his car, will continue the seed and feed business his father bullded the past four decades. R. A. Scofield has been associated with the enterprise the past 16 years.

**"Algeria,"** a cross breed of milo maize and kafir producing from twice to three times the quantity of grain, is a new sorghum bred by Claude B. Hurlburt of Lubbock, Tex. The particular dry weather advantage of this breed is that the root instead of spread- ing extensively, grows straight down.

**New York, N. Y.**—The large seed hand- ling and storage warehouse of the Nunges- ser-Dickinson Seed Co. was within range of the two million dollar fire suffered in prop- erty and business loss here on the night of Dec. 30. Careful patrol of the more ex- posed parts of the plant prevented fire brands from setting fire thereto.

**Seed certificates** to the number of 500 have been issued in the first two months of operation of the seed-verification service, by the Bureau of Agricultural Economics, certifying the origin and identity of seed. The certificates covered more than 16,500,000 pounds of seed, valued at more than \$4,000,000, and the inspection fees amounted to about \$4,800. Of the 63 verified-origin seed dealers, so far only 41 have made ap- plication for inspection. Some of the con- cerns are waiting until they are practically ready to start cleaning and getting their seed ready for sale before asking for cer- tificates. The verification service is carried on by the hay, feed, and seed division of the bureau.

**Little Rock, Ark.**—The Corneli Seed Co. of St. Louis, Mo., announced on Jan. 13, the opening of a branch here, under the management of W. R. Wilkinson, in the Terminal Warehouse building. Mr. Wilkin- son served for 28 years on the Missouri State Board of Agriculture. "We are look- ing forward to the time when we can own our own plant and warehouse here," was the optimistic greeting accompanying this an- nouncement, made by Dillon T. Stevens, vice-pres.. As announced in this column in the Nov. 25 number of the Journal, the Corneli Seed Co. has taken out a state char- ter in Arkansas. The eighty-six year old com- pany of late increased its capital stock by \$200,000.—P. J. P.

**Demand** for field seeds should be large owing to the large acreage of wheat. Red clover usually gets the call unless they use substitutes, but hardly see the necessity for the latter with the price within reason this season. Many sections have reported that con- dition of wheat acreage has been good, and a few are beginning to complain about the cold weather. What will happen to it by spring remains to be seen. Twenty-one dollars would not be out of order, some of our friends think. The feeling exists that less seed was produced than the government report indicated. Some sections that usually had a surplus will be buy- ers this season. Even tho we raised twice as much as a year ago it begins to look as tho every bag of it will be wanted, as we don't look for very much competition from abroad; in other words, we don't look for very large imports.—J. F. Zahm & Co., Toledo, O.

**Chicago, Ill.**—The Farm Seed Ass'n of North America will meet here in the Stevens Hotel on June 26-27, just preceding the an- nual convention of the American Seed Trade Ass'n, which meets in the same hostelry on June 27-29. The board of directors of the Farm Seed Ass'n will meet on the 25th and following the session on the 27th, as cus- tomary.

**Using wheat damaged** by the weather for seeding purposes this coming Spring is the subject of a very effective warning circu- larized by the Portland Merchants Ex- change. Wheat thus damaged is low in germinating qualities, and in order to be assured of a good stand for the coming crop it is recommended that only wheat be sown that was garnered before the rains.

**1928 Seed Trade Buyers Guide**, the seed merchants directory, is a very complete listing of field and garden seed and nursery stock dealers of both this country and abroad. It also gives the names of dealers supplying side- line merchandise and seedsmen's supplies. Other information includes seed statistics, uni- form state seed law, price tables, tariff rates, seed production and the meaning of seed ver- ification service.

**St. Paul, Minn.**—Winter has turned the corner at the Minnesota College of Agricul- ture for the first consignment of seed in- tended for 1928 sowing recently arrived for testing of germinating power and to protect farmers from using impure and unadapted varieties. The laboratory now makes a charge for this service, funds derived being used to create a revolving fund to assist in meeting expenses.

**principle speaker** explained that under the plan followed in seed verification, a seedsman may voluntarily develop a system of records and taggings which will show the origin of

**Lincoln, Neb.**—A representative of the United States Department of Agriculture spoke on the many phases of seed verification before a special meeting of the seedsmen and growers sponsored by and held within the halls of the University of Nebraska; Col- lege of Agriculture, on Jan. 13. This prin- the seed, especially that of the clovers, al- falfa and seed corn.

## Directory

### Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

**AMARILLO, TEXAS.**

Hardeman-King Co., field seed merchants.

**BALTIMORE, MD.**

Wm. G. Scarlett & Co., wholesale and merch...

**CINCINNATI, OHIO.**

McCullough's Sons, The J. M., field and garden seeds.

**CONCORDIA, KANS.**

The Bowman Seed Co., wholesale field seeds.

**COUNCIL BLUFFS, IOWA.**

Council Bluffs Seed Co., seed corn, nothing else.

**CRAWFORDSVILLE, IND.**

Crabbs Reynolds Taylor Co., grass and field seeds.

**FT. WAYNE, IND.**

Kraus & Apfelbaum, field seed dealers.

**KANSAS CITY, MO.**

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

**LIMA, OHIO.**

Ackerman Co., The, wholesale grass field seeds.

**LOUISVILLE, KY.**

Louisville Seed Co., clover and grasses.

**MILWAUKEE, WIS.**

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Teweles Seed Co., L., field and grass seeds.

**MINNEAPOLIS, MINN.**

Minneapolis Seed Co., field seed merchants.

Northrup King & Co., field seeds.

**ST. LOUIS, MO.**

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.



## Supreme Court Decisions

**Landlord's Lien.**—A lease or cropping contract, whereby title is reserved in the owner of the land as security for advances, is valid and enforceable and is not required to be filed as chattel mortgage.—*Marken v. Robideaux Grain Co. Supreme Court of North Dakota. 216 N. W. 197.*

**Reserving Crops on Land Sold.**—It may be shown by parol evidence that annual crops, such as wheat, while growing and immature, were reserved by the vendor on a sale of land, altho there may be no reservation in the written contract or deed.—*Soeken v. Hartwig. Supreme Court of Kansas. 261 Pac. 590.*

**Pooling Contract Enforceable.**—Contract for liquidated damages for grower's breach of agreement to deliver his bean crop to co-operative marketing association held valid and enforceable under Civ. Code, § 1671; it being impracticable or extremely difficult to fix actual damage.—*California Bean Growers Ass'n v. Sanders. District Court of Appeal, California. 261 Pac. 717.*

**Passage of Title to Fungible Goods.**—Fungible goods may be the subject-matter of a contract of sale, and title will pass immediately without separation of the part sold from the remainder, if the parties so intend, and especially is this so where the seller is under no obligation to deliver the property elsewhere.—*Juno v. Northland Elevator Co. Supreme Court of North Dakota. 216 N. W. 562.*

**Carrier not Bound by Charge on B/L.**—In suit by railroad to recover undercharge of freight on interstate shipment against defendant who was both consignor and consignee, undisputed testimony showing, as matter of law, that correct freight charge fixed by tariffs on file with Interstate Commerce Commission exceeded amount set forth in B/L and prepaid by shipper did not authorize verdict for shipper.—*Western & A. R. R. Co. v. Aiken. Court of Appeals of Georgia. 139 S. E. 914.*

**Seed Lien.**—Under section 6852 of the Compiled Laws of 1913, which provides that any person entitled to a seed lien shall, within 30 days after the seed is furnished, file a statement in the office of the register of deeds, a lien statement filed within 30 days after the making of a contract of sale of seed grain, which remained a part of a mass in the granaries of the seller for more than 60 days thereafter, evidences a valid lien.—*Juno v. Northland Elevator Co. Supreme Court of North Dakota. 216 N. W. 562.*

**Notice to Buyers of Mortgaged Grain.**—Contents of notices by mortgagee of wheat crop to dealers, requesting withholding payment, except to mortgagee's authorized agent, if grain should be sold them, were privileged communications, in view of Rev. St. 1923, 58—307, 58—318. That receipt by grain dealers of notices from mortgagee of wheat crop requesting them to withhold payment, except to mortgagee's authorized agent, if wheat were sold to them, caused grain buyers to defer payment for unmortgaged wheat delivered by mortgagor held no fault of mortgagee, giving mortgagor ground for recovery for slander of title. Where a tenant cultivates crops under a rental contract providing that he shall pay a portion of the crop as rents and shall gather same and deliver to the landlord his part, the tenant has a right to the possession of the entire crop until same is gathered and divided, and can maintain an action for damages for its destruction or injury.—*Allis-Chalmers Mfg. Co. v. Lowry. Supreme Court of Kansas. 261 Pac. 828.*

## Shipper Bound to Follow Billing Instructions.

Federal Mill & Elevator Co., Lockport, N. Y., plaintiff, v. Henderson Milling Co., Grand Rapids, Mich., defendant, before Arbitration Appeals Com'te of the Grain Dealers National Ass'n, composed of Geo. B. Wood, W. W. Manning, Jno. S. Green, Geo. E. Booth and A. S. MacDonald.

Appeal from award of Arbitration Com'te No. 3, the Henderson Milling Co., of Grand Rapids, Mich., appellant, versus the Federal Mill & Elevator Co. of Lockport, N. Y., appellee.

This controversy arose from a sale made by the Henderson Milling Co., on Sept. 24, 1926, to the Federal Mill & Elevator Co., of one car, 1,400 bus. of No. 2 mixed wheat, 80 per cent white at \$1.48 Philadelphia domestic basis.

Confirmations exchanged by both the buyer and the seller were in order and no exceptions were taken by either party. The plaintiff's contract was very explicit as to shipping instructions, and it also bore the stipulation, "Unless car carries federal inspection, mark B/L stop Buffalo for inspection." This clause could not be considered an addition to the contract, as inspection is a right granted under the Grain Standards Act, and as there is no federal inspector at Lockport, the plaintiffs were well within their rights in stipulating inspection at Buffalo unless the grain was inspected at point of shipment.

On Oct. 1, the Henderson Milling Co. invoiced on the Federal Mill & Elevator Co., 1,170 bus. of mixed wheat at \$1.48 Philadelphia, billed from Dundee, Mich., to Lockport, N. Y., via N. Y. C., in car 6165 A.A.

The car was inspected at Buffalo on Oct. 4, 1926, by a licensed federal inspector and graded sample grade mixed heating, 16 per cent moisture, 85 per cent white, 15 per cent soft red winter. This information was telephoned to the plaintiffs and they immediately wired the defendants refusing the car. They also telephoned the agent of the N. Y. C. railroad at Buffalo and confirmed in writing, instructing him to hold the car for further orders.

The draft and B/L had been presented to the plaintiffs the same day, but as they had received the telephone report on the inspection and had rejected the car, they properly instructed the bank to return the draft unpaid, which they accordingly did.

The following morning the plaintiffs received a wire from the defendants giving them new shipping directions, but as the draft had already been returned by the bank, they were unable to rebill the car.

Two days later on Oct. 7, the car arrived at Lockport on the Erie railroad and after much delay, it developed that the car had not traveled N. Y. C. at all but had been routed via the Wabash to Buffalo and over the Erie to Lockport. There was considerable delay in effecting a reconsignment due to the misrouting of the car, and it was necessary to haul the car back to Buffalo in order to reconsign east.

The plaintiffs demanded a replacement of the car which the defendants refused on the ground that the original shipment had been mishandled causing them considerable loss in demurrage and back haul charges.

The plaintiffs on Nov. 2nd bought in a car of like grade at \$1.57½ N. Y. basis and established their loss of 83/10 cents a bushel.

It is the opinion of this com'te that the plaintiffs being flour millers and not grain merchants could not be expected to accept heating wheat on a contract calling for No. 2 mixed, and as the misrouting of the car was no fault of theirs and was contrary to their definite and explicit instructions, they could not be held responsible for the accumulation of freight charges that accrued.

It is also the opinion of this com'te that the plaintiffs were unusually alert in trying to protect the interests of the defendants. The original contract called for 1,400 bus. and the plaintiffs were within their rights in buying in this amount.

We accordingly affirm the decision of Arbitration Com'te No. 3 and find for the plaintiffs for the full amount of their claim, \$125.82, disallowing the counter claim of the defendants and assessing the arbitration and appeal fees against the defendant.

## Grain Carriers

Average daily box car surplus for the week ending Jan. 8 was 229,362, as compared with 224,247 for the week ending Dec. 31.

**R. C. Fulbright**, chairman of the Legislative Com'te of the National Industrial Traffic League, testified Jan. 14 before the Senate Com'te on Interstate Commerce in favor of the enactment of the Fess bill, S. 1175, for unification of railroads. He said the consolidation provisions of the law of 1920 are workable.

**Worcester, Mass.**—At the New England Shippers Advisory Board's eighth annual meeting, held here on Jan. 11, loadings of grain, feed and flour were estimated at more than 10 per cent above those of first quarter of last year. Hay loadings probably be less.

**Seattle, Wash.**—The re-opening of Portland Differential Case was the purpose of a meeting held here on Jan. 18 by some two hundred grain dealers, millers and port commission authorities, who authorized immediate action, and endorsed presenting their case before Congress, if necessary.

**Locomotives in need of repair** on Class 1 railroads of this country on Jan. 1 totaled 8,257 or 13.6 per cent of the number on the line. This was a decrease of 8 locomotives compared with the number in need of such repairs on Dec. 15, at which time there were 9,148 or 15.1 per cent.

The tendency of regulation to restrict narrowly as possible the return allowed to earned actually tends to make rail rates higher rather than low, because it hinders improvements in the properties essential to the greatest practicable economy in operation.—Samuel O. Dunn, before Am. Soc. of Civil Engineers at Chicago.

**Regional Shippers Advisory Board meetings** definitely announced, are: Northwest, Jan. 25, Minneapolis, Minn.; Southwest, Feb. 9, Shreveport, La.; Southeast, March 1, Charlotte, No. Car.; Ohio Valley, March 1, Columbus, O.; Allegheny, March 15, Pittsburgh, Pa.; and Trans-Missouri-Kansas, March 21, Kansas City, Mo.

**Panama Canal** handled 400,000 bus. wheat a day during the month of November 1927, an increase of nearly 100 per cent over the tonnage of grain handled the previous November, according to a report recently issued by Sec'y of War Davis. Of the 400,000 bus. or more handled, approximately 30 per cent was Canadian grain.

A sharp reduction in freight rates might impoverish some of the roads in the West. We don't want this. We want them to be prosperous so they can handle our grain. It should be handled. A 10 per cent reduction would mean a saving of only a few cents a bushel. We can send a bushel of wheat 1,200 miles or more for only 20 cents. It costs a farmer almost that much for carriage, loss, etc., in getting it 20 miles to the railroad.—Thomas D. Campbell, king farmer of Montana.

**Montreal, Que.**—Approximately 100 miles of the St. Lawrence is to be made more navigable than at present by the construction of a 30-foot waterway from here toward the Great Lakes, the present program to carry the project to Cornwall, Ont. From Montreal Harbor a deep waterway is to be dredged to La Prairie Basin, thence by canal to Caughnawaga. From there Lake St. Louis is to be dredged to Melocheville where another canal will lead the waterway route to Hungary Bay, and thence by another 30-foot waterway through Lake Francis to Cornwall.

## Grain Claims Bureau, Inc.

19 So. La Salle St.

Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33 1/3% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT  
Pres. and Treas.

HARRY J. BERMAN  
General Counsel



ry, Ill.—The grain laden carrier "high" is icebound here, where it will remain until a general thaw permits resumption of Illinois River traffic. The skipper is to reach Peoria with his cargo of bushels of grain taken on at Hennepin, before the recent severe cold spell, but caught by the blizzard and freeze.—P.

falo, N. Y.—An appropriation of \$350,000 to dredge the Erie basin so an increase in freight may be more freely faced at the new state barge canal between canal and lake bottoms is to be requested of the new legislature. It is the ambition of Robert W. Elmes, sec'y of Buffalo Harbor Com'ite, to see Buffalo as Minneapolis as a grain milling center.

making by Congress or other international governmental organizations is an unpopular policy. It was estimated by Congress the increase in the rate for mailing postage cards from one cent to two would increase the revenue from this of mail from \$12,500,000 to \$22,500,000. Had the private mailing card business all but killed and the revenue dropped about \$4,000,000.

Union Pacific has now incorporated a mixed carload rule in the first of the of that road's tariffs to be changed. The rule allows each commodity to carry its rate when in a mixed car. As announced in this column of the last number of the Journal, the Missouri Pacific was the first to make this change, though all others in the Western Trunk Line territory will follow suit.

ring 1927 equipment was in the best condition ever reported; the average load was increased to its highest point; consumption per ton-mile was reduced; were kept moving better than ever before; average train speeds were increased materially. All these items, meaning better service, brought dollars and cents to the farmers of the country, an aggregate of \$100,000,000 saved to business through better inventories, quicker turn-overs and increased freedom of credit.—From the Los Angeles (Cal.) Times.

Average daily movement per freight car for the first eleven months in 1927 amounted to 30.7 miles, according to the Bureau of Railway Economics. For the same period in 1926, the average was 30.5 miles per day, while in 1925 it was 28.5 miles. Average daily movement per freight car in November, 1927, was 30.2 miles, compared with 32.1 miles in November, 1926. In computing the average movement per car account is taken of all freight cars in service including cars in transit, cars in process of being loaded and unloaded, cars going or awaiting repairs, and also cars on side tracks for which no load is immediately available.

## Storm Details Shown in Claims.

The violence of the storm that raged on the Great Lakes between Dec. 6 and 10, and the extent of the damage to shipping is perhaps best told by the figures from the insurance companies. Within one week of the storm, the company alone, altho the largest underwriter of this class of risk, paid out \$400,000 in damage to and loss on grain alone.

All losses on boats totalled in excess of \$1,000,000, and in addition there was much damage done which has not yet been assessed. For instance, the fleet of 23 boats imprisoned in the Soo Locks, at Sault Sainte Marie, Mich., valued at some \$10,000,000, will show damage both to hull and cargo when they are released in the Spring because many of these boats had a hard battle with the ice when they reached a port where they could not be moored for the winter.

Cars loaded with grain and grain products during the week ending Jan. 7 numbered 36,600, a decrease of 7,537 cars below the same week last year and 11,489 cars below the corresponding week of two years ago. In the western districts alone, loadings totaled 25,344 cars, a decrease of 2,480 cars under the same week in 1927. Loadings the past four weeks were 35,956 for Dec. 31, 44,857 for Dec. 24, 44,752 for Dec. 17, and 44,109 for Dec. 10.

Baltimore, Md.—Transit tariffs of the B. & O. and Pennsylvania roads effective on or about Feb. 6, are amended to provide that grain in straight carloads, unloaded in Baltimore elevators, or in cars on track, may be switched at regular switching rates to private warehouses located on the same road, and there billed or mixed and re-shipped under the transit privileges enjoyed by such private warehouse or mill, protecting the thru rate from point of origin to ultimate destination.

Employees on the Class I railroads of the country, as of the middle of October, numbered 1,783,542, a decrease of 82,573, or 4.42 per cent as compared with October, 1926. The total compensation paid to these employees in October this year was \$255,656,707, a decrease of \$7,411,824 or 2.82 per cent as against October, 1926. The decrease in the number of employees is distributed among all classes below executives, officials and staff assistants, the largest decrease, namely 37,138, being in the equipment and stores group. The next largest decrease was a drop of 15,545 employees in train and engine service, while maintenance of way and structures employees showed a decrease of 12,865. The total number of employees reported for October, 1927, was a decrease of 4,227 as compared with the preceding month. The total compensation paid in October, 1927, showed an increase of \$6,762,048 as compared with the preceding month.

Waco, Tex.—The proposal of the M.-K.-T. to prohibit transit privileges on grain originating at interstate points in Kansas, Nebraska and Oklahoma, when reshipped out of transit points to Pacific Coast and Rocky Mountain territory has the effect of requiring combination rates from transit points, instead of the thru rates that are now in effect, which will cause a material gain over the thru charges, it developed at a hearing held here on Jan. 12. Katy officials requested permission to publish a new tariff which would be nothing more than a new publication of

## Object to Raising Minimum Weights.

Various shippers' advisory boards having adopted resolutions favoring heavier loading and larger cars, and the subject being about to come before the Great Lakes Regional Advisory Board, the Chamber of Commerce and Manufacturers Club of Mansfield, O., recently went on record as against carrying this well intentioned movement to a harmful extreme.

This movement, which was originally intended to affect carload shipments only, has had its effect on L. C. L. movement.

Heavier car loading results in the slowing up of merchandise or L. C. L. movement to an appreciable extent, this being detrimental to shippers and receivers of freight.

Serious delays are noticed both locally and at transfer points, because of heavier loading requirements.

The Mansfield Chamber of Commerce declared that the tendency toward the building of larger cars will eventually lead to the elimination of smaller cars, which naturally has a tendency toward increased minimums, thereby having a detrimental, discriminatory effect on the smaller shippers and receivers of freight, in face of the fact, that present minimum car loading requirements often work a hardship on all shippers.

rates on shipments originating at interstate points in the three states mentioned. Realizing this new tariff would prohibit local and all other Katy transit privileges on grain to sections mentioned, the Fort Worth Grain & Cotton Exchange, the Clement Grain Co. and the Early Seed & Grain Co., both of Waco, et al., sent a formal petition to the Interstate Commerce Commission at Washington asking a suspension of this proposed new tariff.—P. J. P.

Chicago, Ill.—From the reports furnished by the forty-nine commodity committees comprising the Midwest Shippers Advisory Board at the fourth annual meeting of that organization here on Jan. 12, Midwest agriculture and industry in general in the coming three months will show some gain in activity as compared with the corresponding period a year ago. These predictions of future business activity, covering the states of Illinois, Iowa and Wisconsin, western Indiana and northern Michigan, were made for the information of the public and also for the purpose of informing the Midwest railroads regarding the probable traffic demands that will be made upon them. The movement of field seeds will show an increase of about 15 per cent. Reports from members of the grain products committee indicate business increase of 7 per cent. The following lines of activity reported that their business in the coming three months would be approximately the same level as during the first quarter of 1927: corn products, grain. The detailed forecast of freight car loadings in Midwest territory in the first quarter of 1928, as compared with the same period of 1927, is as follows: grain, 84,583 in '27, same in '28; flour, meal and other mill products, 35,258—37,726; hay, straw and alfalfa, 12,084—same; cottonseed and products, except oil, 535—same; fertilizers, 3,733—same; total all commodities, 1,098,414—1,067,156.

## GRAIN DRIERS

for

COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.

## ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.



## Chlorpicrin, the Safe Fumigant for Grain Handling Plants.

[Continued from page 123.]

and irritation of respiratory passages, causing violent coughing. No one would wittingly breathe chlorpicrin gas long enough to become affected, which obviously is a particular advantage and asset.

**Application:** It is a good plan to fumigate small plants several times yearly, particularly at seasonal dates.

It is also recommended that unless a concrete constructed plant is operated that the entire plant should be fumigated from top to bottom, rather than just an infested section; and even though the plant be of concrete construction the entire plant should be fumigated often, though less often than wooden structures (with open-top bins), since insect life is less confined in the wooden constructed plant. The particular advantage of a concrete house is that infested filled bins are and can be treated as a distinct, isolated unit.

The warmer and dryer the atmosphere on the day the fumigation is undertaken, the sooner the procedure can be terminated. The rate of diffusion and penetration is somewhat reduced by the presence of moisture in more or less indirect ratio.

The tighter the inside of the plant is isolated from outside air currents and drafts either in or out, the less time will be required for penetration. In fumigating a single infested bin or other handling or storage unit it is desirable to rig up some sort of a bin covering in the absence of permanent covers.

Sealing all smaller openings, such as broken window panes, motor vents or dust or exhaust pipes, is best accomplished with several thicknesses of newspaper drenched in water. Water is recommended for this purpose as chlorpicrin is hardly soluble therein, and therefore will not penetrate and escape past dampened paper as it would through dry paper.

Neither is it necessary or desirable to have machinery wrapped in wet paper as a slight, though insignificant, corrosion results from the action of the chlorpicrin on the wet metal. The apparent necessity of wrapping any piece of equipment connected with outside can be alleviated by disconnecting connections to the outside and wrapping the stub end remaining.

As to sealing cracks or openings in outside walls, spouts, track-sheds, driveways, and all outside doors and windows on lower floors, or in the event a strong wind persists in blowing dampened newspapers hanging in front of openings, then stuff with rags and make liberal applications of flour paste to seal.

Where there is a man-lift or other mechanical lifting device shaft, opening or staircase, leading down from the level of the top floor, such openings should be shut off as tightly as possible that the application of Larvacide on the top floor can not seek the downward course of least resistance and in this instance of consequent least effectiveness. It is desirable that any shaft or opening be fumigated at the same time the entire plant is fumigated, but since chlorpicrin is so much heavier than air and will diffuse down a course of least resistance, then openings must necessarily be treated afterwards as a somewhat separate unit. This can be accomplished from below a separating partition immediately after the upper story has been fumigated.

In figuring the amount of Larvacide to use, take the *outside* measurements of the plant, viz., multiply the length times the width times the height, which gives the cubic contents used as a basis for applying the fumigant. For any cupola shaped space, use the length times the width times the height of said cupola above the eaves, and divide that amount by two for cubic volume. In figuring the cubic contents of a round bin to be treated multiply the *outside* (over all) diameter (or width) times itself times the *entire* height of the bin times 0.7854.

Having determined the cubic contents to be treated the volume of Larvacide at two pounds per one thousand cubic feet of area is easy. A heavier charge ranging from two and one-half to three pounds per thousand cubic feet to be fumigated is recommended, however, where a wooden plant is not too well preserved. As previously stated, this heavier charge does not affect the germination of the grain.

**Precautions:** As it is of prime importance that sufficient fumigant be used, it is *not* deemed either wise or economical to deduct wall displacement since wall space is susceptible to infestation; and since Larvacide penetrates walls, floors, ceilings, etc., and since the minimum strength of efficiency of two pounds per one thousand cubic feet must be maintained to be thoroughly effective, therefore ignore all air displacements taken up by wall and other partition space, etc.

"BEWARE!" "STAY OUT!" and "WARNING!" signs are furnished with each shipment of Larvacide, advising outsiders the plant is in the process of being fumigated. Blueprints and special directions have also been prepared for use in directing plant fumigations, particularly adapted to grain elevators, elevating legs and mills and milling equipment.

The mask used by the operator in fumigating, because of the penetrability of the gas, is the Burrell Industrial Type G. M. C. mask with the yellow canister, which canister is especially prepared for safety against Larvacide. These are the products of the Mine Safety Appliance Co. While it is not absolutely essential that a new canister be used for every fumigation, it is advisable, and the cost is trifling.

In using the "flat" Larvacide it is best to pour or spray the prerequisite "dose" on a hanging burlap bag or other sack, and allow the liquid to vaporize therefrom. A five-nozzled sprayer has been devised by H. H. Arendall, Larvacide specialist of Innis, Speiden & Co., for hastening the transformation of "flat" Larvacide into the gaseous state, or even a fine-holed sprinkling can will serve the purpose. (One quart of Larvacide weighs three and one-half pounds, and one gallon weighs fourteen pounds.) This method works particularly well in heated plants.

The pressure cylinders are recommended, in order to overcome the lower rate of volatility of chlorpicrin under lower temperatures.

The process of using pressure tubes is simple.

for having calculated the "dose" the pressure tube is simply turned upside down and the release valve turned on.

In all larger plants, including feed, cereal and similar units, it is better to have the machinery in operation or in the course of manufacture at least the first twenty to thirty minutes of the fumigation period, that all dust collecting, conveying equipment and such other isolated or enclosed equipment may become sufficiently inoculated. This is particularly important in milling plants where the larvae of the Mediterranean flour moths spin webbing in out-of-the-way places, which collects particles of dust, clogs spouts, etc.

Interestingly enough Larvacide is the one agent which will effectively permeate milling and such other compact equipment used in the grain trade's kindred industries. Obviously this agent immediately becomes of infinite worth to all so troubled, as this condition is one of the worst known. Application of Larvacide to equipment where such a condition exists is most effective when not in the process of manufacture, though operation thereof is recommended. Application to such equipment every two or three weeks, or however often necessary, saves further time and expense in the regular practice of tearing down such infested equipment several times a year to rid of this webbing, etc., is eliminated. Incidentally Larvacide will penetrate sacked products, second-hand sacks, etc., as well, even though the hold of an ocean-going vessel. Some grain manufacturers doubtless use Larvacide in fumigating every export-bound freight carload, the weevil menace being complained of bitterly present.

In fumigating, commence at the uppermost point attainable within the plant and work downward.

"Doses" vary from one and one-half pounds per one thousand cubic feet for empty bins at twenty-four hours' fumigation period under favorable dry and warm, tightly isolated condition, to three and one-half to five pounds per individual machine and the same time. Filled bins, etc., take from two to three pounds per thousand cubic feet and at least thirty-six hours' time. Sacks require two pounds at twenty-four hours. Elevator legs take a minimum of five pounds and twenty-four hours. Box cars take a minimum of from three to four pounds and sixteen hours.


If less time can be devoted to the fumigation then the charge can be increased and the time thereby decreased. Also, if the conditions are not favorable, viz., it is not warm and dry, and a near-perfect sealing against outside air currents is not possible, then two and one-half to three and one-half pounds per thousand cubic feet is necessary for filled bins or equivalent.

**Airing:** In determining when a filled bin, etc., has been thoroughly saturated, draw out a small quantity of the contents thereof from the bottom, and if there is a faint chlorine odor perceptible and large numbers of dead weevils therein, then sufficient time has been allotted for fumigation thereof. Above all, use sufficient Larvacide and "give it time!"

In airing a plant following fumigation, it is best to permit a partial exposure to outside drafts at first, after the allotted or sufficient time has expired as determinable. In a proportionately short period thereafter a complete airing may follow the partial exposure, by opening every possible source of fresh air.

Airing takes from one-half to one-fourth long as the fumigation period, depending, of course, upon the number of openings, climatic conditions, etc.

It is not necessary to turn the contents of filled bin, etc., to rid contents of faint chlorine odor, as odor will entirely disappear the first time the contents are disturbed anyhow. Neither is it essential that stock within machinery be removed before or after fumigation. The cost of fumigating ranges from one-half cent to one cent a bushel, depending on the solution used, etc.



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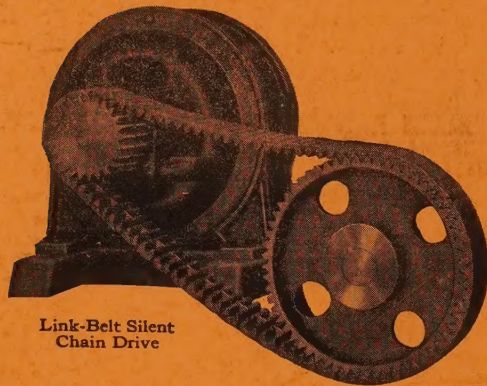
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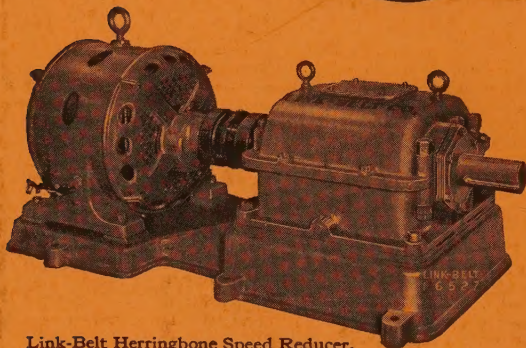
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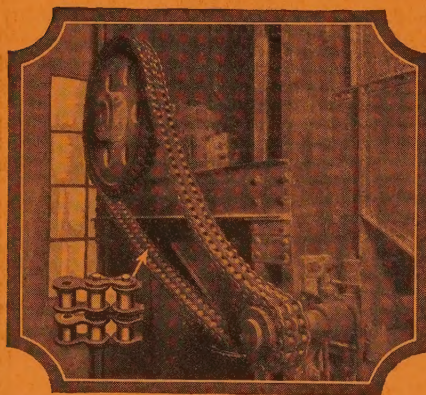


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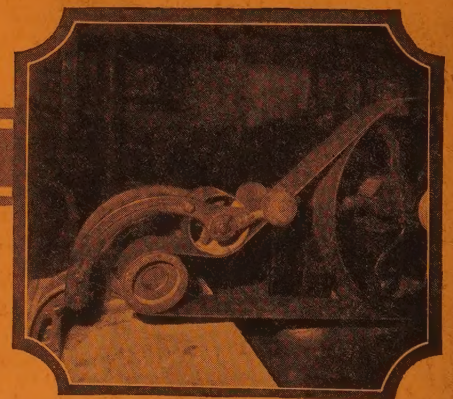
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